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The Nursery Trade Journal

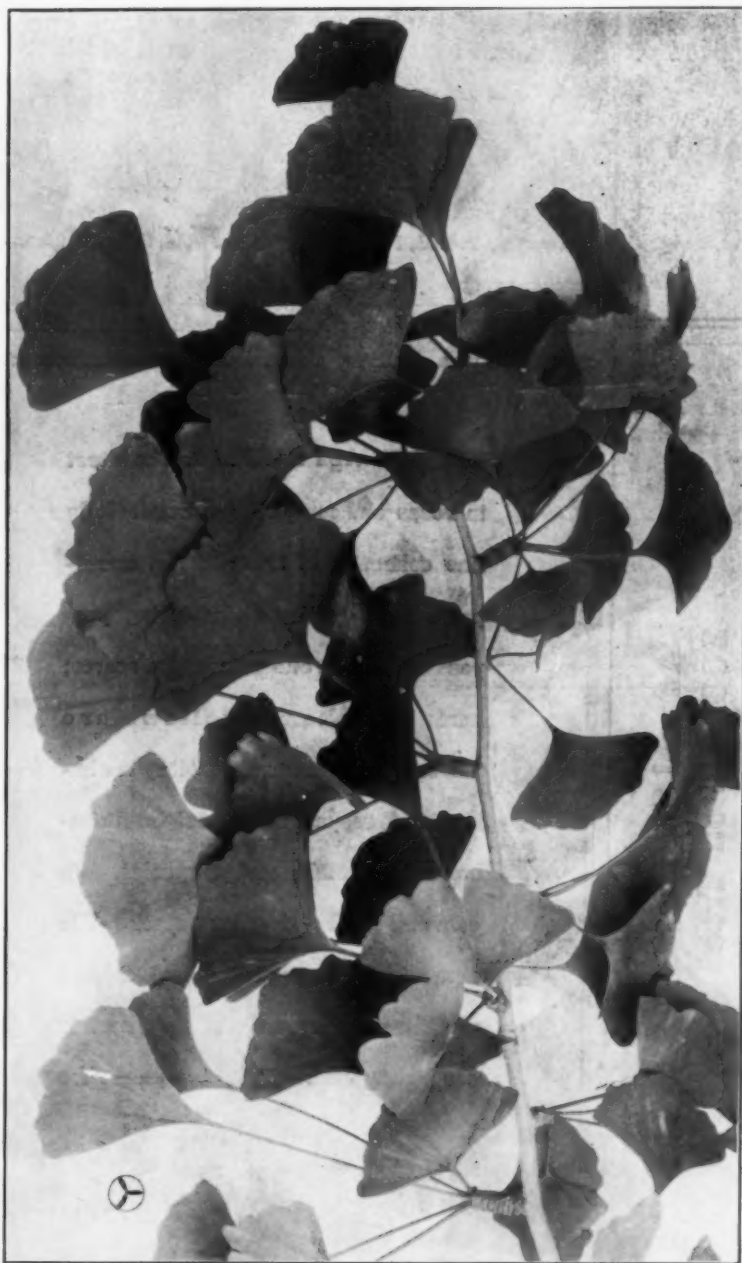
*Nurseries, Arboriculture
Commercial Horticulture*

Vol. XIX

ROCHESTER, N. Y., JANUARY, 1914

Number 1

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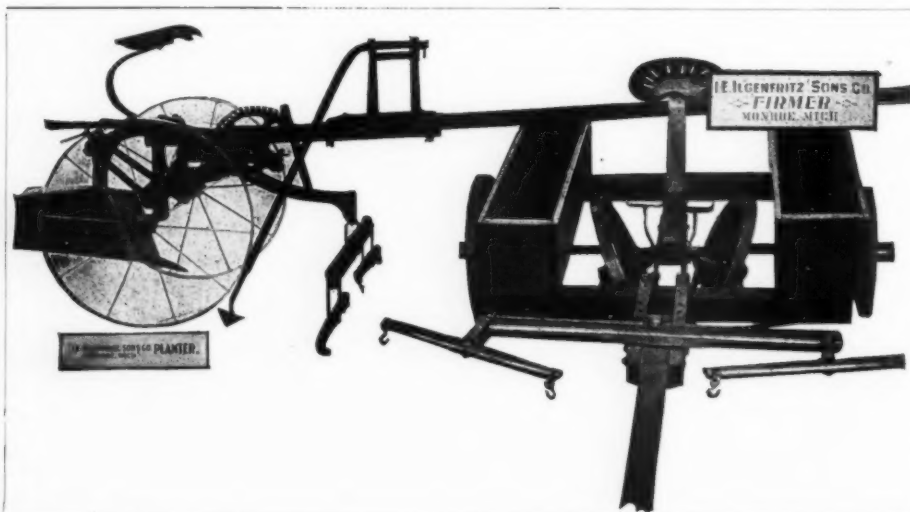
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(SEE OUR OTHER AD. IN THIS MAGAZINE)

AMERICAN FRUITS MAGAZINE—January, 1914

EDITORIAL DEPARTMENT—Communications on any subject connected with Nurseries, Arboriculture or Commercial Horticulture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Nursery Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—First advertising forms close on the 22d of each month; last advertising forms on the 25th. If proofs are wanted, copy should be on hand on the 15th. Rates upon application.

"American Fruits" points with pride to its advertising columns. Not all those in the nursery and allied trades are there-in represented, but the leading ones are; and we believe that very advertisement represents a reliable concern. We court confidential information to the contrary.

"American Fruits" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"American Fruits" will be sent to any address in the United States for \$1.50 a year; to Canada or abroad

for \$2.00 a year. Add ten cents unless bank draft, postal or express money order is used.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Nursery and Planting Trade. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"American Fruits" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only publication of the kind.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents, as its name implies, the Fruits of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

AMERICAN FRUITS PUBLISHING COMPANY, INC.

Ralph T. Olcott, Editor and Manager

123-125 Ellwanger & Barry Bldg., Rochester, N. Y.

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View in Nurseries of Oregon Nursery Company, Orenco, Ore. One Year Apple Block Showing Rows One Mile Long

OUR PACKING ROOM



Have you noticed how the tops were cut off the Apple Seedlings you received? Probably you have never noticed or thought of it. The old way was to lay a bunch of one hundred seedlings on a block and chop off the tops with a broad axe; with heavy grade seedlings it was necessary to make several strokes before tops were entirely off.

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We can furnish all grades for immediate shipment, or will book orders now for next season's delivery.

F. W. WATSON & CO.

TOPEKA, KANSAS

Apple and Pear Seedling Specialists

American Fruits

Nurseries, Arboriculture and Commercial Horticulture

Entered August 4, 1904, at Rochester, N. Y., Post Office as second-class mail matter

Vol. XIX

ROCHESTER, N. Y. JANUARY, 1914

No. 1

Plain Talk On Nursery Trade Ethics

J. MONCRIEF, Winfield, Kan., Before Western Association of Nurserymen

THE NURSERYMAN should be a professional man whereas he is not even a good business man, because like a doctor or a lawyer, his constant calling is one of great trust by his client, and whereas the client is soon aware if he is not getting satisfactory service from his doctor or lawyer, he may deal with his nurseryman for eight or ten years to find out that his trust has been misplaced and that he has lost ten years of his lifetime and a large sum of money for his loss, must be a number of times the first cost of his tree.

True, in the past there has been no school for the nurseryman, no opportunity for him to take a special course that would fit him for all lines in the nursery business, hence the nursery field is today occupied not by scientific men, not by professionals, but by a class of men who, although they may rank very high for brains or manhood, are mostly happenstances.

They have drifted into the nursery business from either the tree selling gate or from working in the field and coming up from that end of the business.

Their business has further been handicapped in progressing by the fact of their line being a line of perishable goods, by lack of co-operation among themselves to benefit by not over planting, and to insure proper distribution in selling, so as to prevent big loss by the brush pile. Many of them have lacked the back bone and nerve to do the thing they knew was best for their client. Many of them are bulls at planting time and bears immediately after their planting is over, and thus break down prices and educate tree planters to expect good trees for much less than the amount that it will cost to grow them.

Some Methods Denounced.

Again, many of them have tried to maintain a double standard of honesty, that is, that they personally were strictly honest but they would not hesitate to hire a tree dealer, and though they would not trust him with their own pocketbook in making their collections, they are quite willing to trust him with their name. The tree dealer would explain to them that he knew how to go out and skin them. He made no bones of the fact that he skinned the people, but he would tell them he and his gang of skimmers that went with him could sell \$25,000 worth of their goods, and so they hired him and put him out, proceeded to wash their hands and say to themselves in all seriousness: "It's too bad those fellows do business that way. I would not do it." The nurseryman who has adopted this plan, is, in my judgment, equally guilty with the tree dealer who has performed the act.

The haphazard methods of nurserymen have caused their business financially to be a failure; has caused a profession which

should be at the top of the list for esteem, to be almost looked down upon and despised and classed as the worst of grafts. How many of you have seen the look of surprise come over the other traveling man's face when you are riding with him in the Pullman or stopping at a first class hotel and noticed the tendency of him to move over just a little and give you more room?

We go to the convention and taffy each other, banquet, and sight-see, and really convince ourselves we are a progressive lot. Whereas, we are fifty years behind the time. We are in a rut. We have progressed only as we have been driven to progress. You say we have progressed in the way of grading and eliminating diseased stock. It is because we were driven to this held by what we thought was some mighty hard legislation of some of the states, which wanted better trees.

Selfish Purposes Alleged.

So, all of our discussion, committee work, and appropriation have been made for our own selfish purpose in trying to immediately increase our own profits. Until as a trade, we waken up and accept the more modern call that is being heeded by business men and professional men in all other lines, to think of the welfare of the other people, we will not progress in our business.

Better quality trees and paying more attention to their parentage will, it is true, cost us a good deal of money and will, it is true, give us no immediate benefit, but this is an age of scientific advancement, an age when the requirement is for full efficiency, an age in which, if we do not progress in the nursery business and inaugurate new methods, our business will be revolutionized from without. Just as business methods of selling stock has been revolutionized in Kansas by the Blue Sky law, you can already note a movement in that line by the law that was proposed in New York legislature a year ago. The trade paper, *American Fruits*, describes this measure under the caption, "Unreasonable New York Legislative Measure," and nurserymen, one and all, wrote in and joined in on the condemnation of such a harsh law. I could not take that view of it. Instead, I wrote, as many of you may have noted, that the nursery business had not kept pace with other industries and that if the nursery business could not be put on a new and higher standard of our own volition, we may be benefited by being compelled to adopt higher standards and that I believed it is necessary to adopt such standards as will insure trees being true to name, and that although even then some mistakes would be made, but after all as a matter of equity and fairness, should not

the man suffer the loss who is responsible for the mistake?

Known Parentage.

Your association is interested in the future of your business. You cannot jump in to improving the quality of trees and growing them all from known parentage or true to name in a year, nor in several years. You will never make a score in this line nor take it up if you are only interested in the nursery business from a financial standpoint. Financially, I should not say it was a good present investment, but if you love the business and want to do something to help revolutionize a business, and bring it up where it rightfully belongs, then I should say you should become interested in growing trees from known parentage of true to name.

Time is too short to go into detail and quote as could be done from the leading scientific men and horticulturists of the country, their views and experiences in this matter which has demonstrated beyond a doubt, that better trees can be grown by propagating them from special individual trees or superior characteristics such as young bearing, color, and quality.

While we, of course, must all admit on the start that environment such as soil, water, climatic influence, pruning, and spraying cause not only a large part but

Continued on page 25

Apple Tree Planting Curtailed—More than 1,000,000 apple trees, covering about 18,750 acres, began bearing in the State of Washington this year, according to statistics compiled by the State Department of Agriculture. These were the plantings of 1909, with a deduction for trees failing to reach maturity. During the year's of 1910, 1911 and 1912 the plantings averaged 2,000,000 apple trees per year, so the crops of 1914, 1915 and 1916 promise to increase in a similar ratio, which may result in a perplexing marketing problem. Evidently fearing that there may be trouble in disposing of a product that is increasing by leaps and bounds, growers last spring set out only 750,000 trees. While fall plantings will increase the total to a considerable extent it will be only about half that of 1912.

Planting at Grass Valley—A despatch from Grass Valley, Cal., says: Samples of fruit trees are being sent to this city from different nurseries consigned to Edgar Shaw and as they arrive they are being examined by Horticultural Commissioner Norton. From these samples Mr. Shaw will select the 8000 fruit trees that are to be planted on the eighty acres recently cleared by W. F. and C. R. Prisk, between this city and Nevada City. The greater number of the trees will be Bartlett pears, but there will be a goodly number of apples and a proportionate number of Hungarian prunes. Next season Prisk will plant the remaining fifty acres of his holdings, and by that time the land purchased by Charles F. Peterson of Pasadena will be ready for planting.

Foreign Nurseries—"American Fruits" Series

IN ENGLISH NURSERIES—George C. Roeding, Fresno, Cal.

Covent Garden

The great and world renowned market place of London is Covent Garden. It is in the very heart of the city not far from Charing Cross, and although it is an interesting sight to notice the immense quantity of local and foreign fresh fruits which are offered for sale as well as vegetables it is disappointing to observe how overcrowded it is to handle to advantage the immense volume of business. The bad weather made sales of all local stuff, both fruit and vegetables, very slow and all the dealers were complaining. Much of the tendency for low prices on fruit was due to the slovenly method of packing and grading. That they grow good fruit in England such as pears, plums and apples, and the very finest quality of small fruits must be conceded and there is no reason why the better grades of such fruits should not bring good returns to the producer, but they don't for the reasons just given. The auction market of Covent Garden is in a separate building, apart from the other structures. It was surprising to see the interest manifested by the buyers in the purchase of California fruits, and how indifferent they were to the sale of other fruits as long as this fruit was being sold. A single day's arrival was four thousand boxes of plums and peaches and the buyers were very keen to make purchases.

An Amusing Experience

I had a rather amusing experience in this building. While conversing with a member of the firm, that has the sale of California fruit under his control, I happened to pick up an orange which was covered with purple, red and yellow scale. I was promptly informed that this was San Jose scale. It seems too bad that San Jose cannot derive some benefit from the many ills to plant life that are laid at its door. That good fruit commands high prices when properly and selected is evident from the figures received for grapes like the Canonball Muscat, Black Hamburg, etc. While in Antwerp, I paid \$1.00 per pound for greenhouse grown Muscats and thought I was being robbed. In Covent Garden the price for this variety for carefully selected fruit was even higher. It must be borne in mind that such prices for fruit are far too exorbitant for the pocket book of the average buyer, but it demonstrates the possibilities for disposing of fruit to good advantage when it is carefully grown and selected. California fruit has a reputation, and the neat manner in which it is packed causes it to command a ready sale at prices far in excess of the local product, which was almost being given away.

Yellow Newton Pippin

Of all the varieties of apples exported to England, the one sort which appeals to their palate is the Yellow Newton Pippin and they will purchase it in preference to any other when it is to be had. Attempts to grow this apple in England have thus far resulted in a failure, it being impossible, so I was informed, by two prominent fruit growers in Maidstone East in the county of Kent, the great fruit growing district of England, to produce this apple and have it compare with the California grown article. These two men were adopting California methods in packing their apples and other fruits and were finding a ready sale for what they pro-

duced. They ship apples to leading cities in Great Britain and their average returns were \$2.00 to \$2.50 per box. The trees are sprayed with lime and sulphur solution.

Nuts in Kent County

They are planted very close together or in many cases throughout this district where the trees are grown as standards and are planted further apart, the spaces between the trees are planted to Gooseberries, Currants and Kentish Cobs, which is a cultivated type of our common hazel nut. Some conception of the extent of this one industry may be obtained from the fact that the output from the county of Kent, this year will be ten thousand tons of these nuts. This has been an exceptional good year, however, for the nuts will average a ton to the acre while in ordinary years it does not exceed over one-quarter of this.

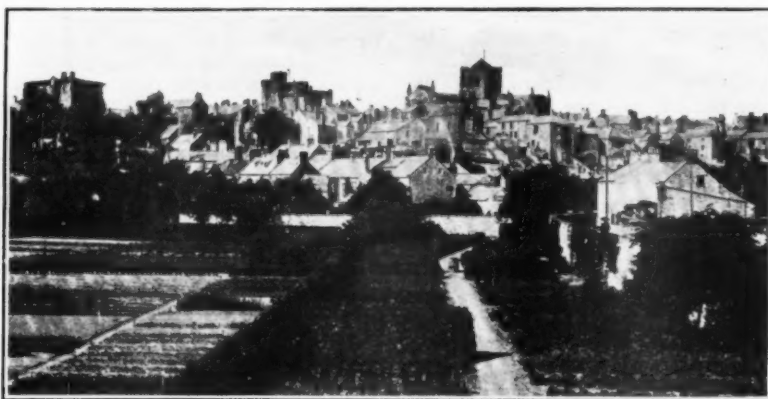
Prolonging Old Age

A learned disquisition on old age, its cause and cure, was hardly to be anticipated at the meeting of the Iowa State Horticultural Society, last month, but when it was coupled with a fine eulogy on horticultural fads and their value in warding off old age, it fitted in nicely with the excellent program of the society for the day. The paper was by Dr. A. B. Dennis, of Cedar Rapids. He didn't quite prove that the secret of perpetual youth is wrapped up in an apple barrel, but he came close.

How to Stay Young.

After giving a doctorly description of what old age is and why, and declaring that the only remedy is muscular exercise to secure elasticity, he said:

"Fruits and nuts can be made wonderful preventives of old age, and olive oil, in-



Corner in Fell's Nurseries, Hexham, England. Interesting town with an abbey dating back to 1100

My observations on this trip convinced me more forcibly than on my former visit to Europe when I did not have a chance of covering so much ground, that in everything that pertains to progressive methods in fruit growing California is a recognized factor and our methods of doing things are sought after and copied. It remains for us to widen the markets in Europe for our fresh fruits, for our canned and dried fruits are already in great demand and in the former the sales today would be far heavier were it not for the fact that the tariff is so high on preserved fruit in some countries, that is only people of the wealthier classes that can afford to have it on their tables.

Nurserymen of Europe

In this paper, I have only touched lightly on the nurserymen of Europe, but I wish to say in conclusion that we have much to learn from them, and a trip like the one I have just made has not only been intensely interesting, has been a great educator, but in addition to this I am more than convinced that with the opening of the Panama Canal our fruit industry will receive a great impetus, when we have direct connection with European markets.

Columbia-Okanagan Orchards, organized at Portland, Maine, for the purpose of planting, growing, cultivating, buying and selling apples and other fruits, with \$300,000 capital stock. President, Albert F. Jones of Portland; treasurer, T. L. Croteau of Portland.

Just say you saw it in AMERICAN FRUITS.

ternally, externally and eternally used, with a fruit and nut diet, is a great help in restoring elasticity to the whole anatomy, if combined with muscular contraction and relaxation of all the muscles.

"Horticultural products, such as apples, peaches, grapes, in fact all fruit and nuts, have done more to prolong life than any other foods. In fruits we have glucose, or grape sugar, combined with the purest water, the perfect acid, and organic salts, are found in all fruits; the purest fats and proteids are found in nuts, and in addition to the pure organic elements found in fruits and nuts, they contain an electrical vitality imparted to them by the life giving sunshine, as they grew and made mature upon the trees, high up in the pure air, and magnetic sunshine.

The Reason.

"One reason, in addition to what has been said, why fruits and nuts are a perfect health food, is that we take them mostly as nature prepared them in the uncooked state; only such heat has been applied to them as the great electrical sunshine has applied, hence none of the food cells have been destroyed. We should take our fruits as nature prepared them. Human bodies like all other animal bodies are composed of millions of living cells. These wear out and die. We replenish these from the food we eat, the water we drink, and the air we breathe. If we take them as nature intended, in the natural state, without destroying them by cooking, they fill us with new vitality and life. In the usual method they are destroyed by heat and fill us with disease, and later cause death."

Grape Conditions In Western New York

A. M. LOOMIS, Secretary.

The attendance at the annual meeting at Brocton, N. Y., last month of the Chautauqua and Lake Erie Fruit Growers' Association reached 450 and was the largest in the history of the organization. President D. K. Falvey, who was re-elected, presided. The following official report was presented:

	Carloads.
Total shipments reported by railroads	2,890
Less shipments to local grape juice plants	1,259
Total carload shipments to distant markets	1,631
Received by grape juice and wine plant wagon deliveries	2,210
Estimated express, local and part carload shipments	100

Total crop for season.....3,941

The consensus of opinion of the executive committee and township vice presidents on the question asked: "How many acres of vineyard in your judgment should be pulled out, in the belt?" resulted in the estimate that there were at least 6,300 acres, totaling almost 15 per cent. of the total acreage which would not produce sufficient grapes in the future to warrant continuance, and hence should be pulled out.

Planting of Fruits Other Than Grapes: 1913 Plantings: North East, 300 acres; Ripley, 50 acres; Westfield, 270 acres; Portland, 10 acres; Pomfret, 3 acres; Sheridan, 10 acres; Hanover, 60 acres; Perrysburg, 5 acres.

The report of the secretary showed for the first time in the history of the grape industry an excess of vineyards pulled out over vineyards new set.

Fred Johnson, of Westfield, former horticultural expert of the federal department of agriculture at North East, and now a successful grape and apple grower, spoke on the causes of the present conditions in the grape industry.

Mr. Johnson spoke plainly as to the bad condition of the vineyards, saying it was due to handling too large acreages without proper means of working for permanence instead of immediate profits. Many vineyards must be pulled out, he said, hundreds of others would need rejuvenation, cutting back and radical treatment. The great necessity was proper consideration for permanence.

John Welch, assistant superintendent of the Welch Grape Juice company, was given a careful hearing when he spoke of co-operation between the grape juice companies and the producers. He showed how their interests are mutual, but said that such high prices as had existed the past year hit the grape juice men hard. The problem for all to attack was to produce larger tonnage per acre. He defined the position of the company on the demand for a fixed price before the grape season, by saying that he did not see how it could be determined in advance, and that the market price was the only fair guide.

Result: More Peach Planting

A lesson in marketing may be learned from the New York peach growers.

Four thousand five hundred cars were grown in New York State last year. Instead of attempting to market this immense crop

in a few markets the growers used three hundred and thirty markets. By this method of distribution good prices were received throughout the shipping season.

In the distribution of this crop the growers had the co-operation of the New York Central Railroad. Long before the crop was ready to move the officials of this railroad began to study out a method for a wider distribution of the crop. They realized the growers had a Herculean task before them to market this crop in a short space of time, and in order to market it properly a wider distribution was absolutely necessary. Figures were prepared showing markets which had in previous years only used small quantities of New York peaches and also markets which had not used any, but which according to their size, should handle the fruit in carload lots. A determined effort was made to interest dealers in the markets which had not before handled New York peaches.

That this campaign was successful is evidenced by the fact that this season New York State peaches were shipped in carload lots to 300 different markets. All glutted and overcrowded markets were avoided.

The obvious conclusion is that peach growers, thus encouraged, will want more nursery stock.

Just say you saw it in AMERICAN FRUITS.

F. H. WILSON, Pres.

CHAS. A. CHAMBERS, Sec'y

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CALEDONIA, N. Y.

Western Association of Nurserymen in Convention

Seventy-five per cent of Membership In Attendance at Twenty-fourth Annual Meeting in Kansas City, President F. A. Weber presiding---Practical Topics Discussed by Leading Men in the Trade---Membership Opened To Nurserymen in Any Territory---Proposition To Hold 1915 Convention of American Association in San Francisco Opposed ---Convention Suggested for Kansas City---W. S. Griesa Elected President---Other Officers and Committees---New Members.

E. J. HOLMAN, Secretary-Treasurer, Leavenworth, Kansas

THE TWENTY-FOURTH annual meeting of the Western Association of Nurserymen met at Coates House, Kansas City, Missouri, December 10, 1913, and at 10:30 A. M. was called to order by the president, F. A. Weber. J. W. Schuette was appointed inspector general. A good attendance responded to the first tap of the gavel, which increased all day, and though some had to leave at the close of the first day's session, the morning of the second day gave us a greater attendance. The following were present:

Alabama Nursery Company, Delta, Colo.; H. F. Bente, Leavenworth, Kans.; E. P. Bernardin, Parsons, Kans.; C. W. Carman, Lawrence, Kans.; Cooper & Rodgers, Winfield, Kans.; Des Moines Nursery Company, Des Moines, Iowa; Durant Nursery Company, Durant, Okla.; Elmhurst Nurseries, Argentine, Kans.; C. C. Elwell, Kansas City, Mo.; B. E. Fields & Son, Fremont, Nebr.; Frazer Nursery Co., Huntsville, Ala.; German Nurseries, Beatrice, Nebr.; T. E. Griesa, Lawrence, Kans.; Harrison Nursery Company, York, Nebr.; Holman Brothers, Leavenworth, Kans.; Holsinger Brothers, Rosedale, Kans.; Huntsville Wholesale Nurseries, Huntsville, Ala.; Ince Nursery Company, Lawrence, Kans.; Kansas City Nurseries, Kansas City, Mo.; Kelsey Nurseries, St. Joseph, Mo.; D. S. Lake, Shenandoah, Iowa; Marshall Brothers, Arlington, Nebr.; Mt. Hope Nurseries, Lawrence, Kans.; C. W. Murphy, Lawrence, Kans.; National Nurseries, Lawrence, Kans.; New Haven Nurseries, New Haven, Mo.; T. P. Oliver, Topeka, Kans.; Jim Parker, Tecumseh, Okla.; W. C. Reed, Vincennes, Ind.; J. W. Schuette, 5600 Gravois

Ave., St. Louis, Mo.; Sedgwick Nurseries, Sedgwick, Kans.; Sherman Nursery Company, Charles City, Iowa; J. H. Skinner & Company, Sta. A, Topeka, Kans.; F. H. Stannard & Company, Ottawa, Kansas; Stark Brothers N. & O. Co., Louisiana, Mo.; Texas Nursery Company, Sherman, Texas; Watrous Nursery Company, Des Moines, Iowa; H. J. Weber & Sons Nursery Co., Nursery, Mo.; Wellington Nurseries, Wellington, Kans.; E. S. Welch, Shenandoah, Iowa; G. L. Welch & Co., Fremont, Nebr.; George H. Whiting Nursery Company, Yankton, S. Dak.; A. Willis, Ottawa, Kans.; Winfield Nursery Company, Winfield, Kans.; Youngers & Co., Geneva, Nebr.

This is a 75 per cent. attendance of old membership. The following names were admitted to membership at this meeting:

Highland Nursery Company, Cedar Rapids, Iowa; Chase Nursery Company, Chase, Ala.; I. F. McCurdy, Marshall, Mo.; Parker Brothers Nursery Co., Fayetteville, Ark.; Peyton Nurseries, Boonville, Mo.; Thos. E. Meehan, Dresher, Pa.; J. H. Dayton, Storrs & Harrison Co., Painesville, Ohio; Wm. Pitkin, Chase Brothers Co., Rochester, N. Y.; John Watson, Jackson & Perkins Co., Newark, N. Y.

In attendance and registered as follows:

H. F. Merke, Des Moines, Iowa; J. T. Foote, Durent, Okla.; Harvey Marshall, Arlington, Nebr.; Frank Jones, Lawrence, Kans.; R. B. Bagby, New Haven, Mo.; A. J. Brown, Geneva, Nebr.; C. Mark Brown, Lawrence, Kans.; Earl Needham, Des Moines, Iowa; Carl Holman, Leavenworth, Kans.

Minutes of previous meeting being read and approved, the president appointed the

following committees: Nominations—E. S. Welch, F. H. Stannard, Harvey Marshall; new members—A. J. Brown, C. C. Mayhew, Herbert Chase; resolutions—J. W. Hill, J. H. Skinner, Will Harrison; audit—W. C. Reed, James Fraser, J. T. Foote.

In the election of officers the following were chosen:

President, W. S. Griesa, Lawrence, Kansas.

Vice-President, C. C. Mayhew, Sherman, Texas.

Secretary & Treasurer, E. J. Holman, Leavenworth, Kansas.

Executive Committee—F. H. Stannard, Ottawa, Kans.; W. P. Stark, Stark City, Mo.; J. W. Hill, Des Moines, Iowa; W. C. Reed, Vincennes, Ind.; Herbert Chase, Delta, Colo.

Two busy hours, and then luncheon together, each plate capped by a handsome Delicious apple from the generous W. P. Stark.

At 2:30 P. M. President Weber tapped the gavel and called for roll to be read, which showed but few absentees. The treasurer's report was read, showing a balance on hand of \$364.59; audited and approved. President Weber in his annual address gave a happy talk with wise suggestions that were followed in the ensuing deliberations.

"Is a Larger Membership Desirable?" was introduced by E. P. Bernardin, and in argumentative way he made it plain that a larger membership would benefit the Association. In sentiment with the topic, A. J. Brown introduced the following amendment to Sec. 2 of the Constitution: "That the membership of this Association shall consist of individuals, Co-partnerships and Companies who are actively engaged in the Nursery business." This was passed, leaving the territory of membership without bounds, and is in itself an invitation to all good nurserymen that can meet with it to become members of the Western Association of Nurserymen.

Men of the Hour—"American Fruits" Series



E. J. HOLMAN, Leavenworth, Kan.
Secretary Western Association Nurserymen



W. S. GRIESA, Lawrence, Kan.
President Western Association Nurserymen



C. C. MAYHEW, Sherman, Tex.
Vice-Pres. Western Association Nurserymen

Western Association of Nurserymen In Convention

The P. A. Y. question was introduced by J. W. Hill and soberly debated by Stannard, Welch, Jim Parker and others, resulting in ways devised by which dishonest salesmen may be summarily apprehended, and the country saved from this class of undesirable citizens.

Uniform legislation received a good deal of attention and, while prospective, the nurserymen's zeal in time will reach the goal.

W. H. Stark gave a nice paper on the 1913 National Meet. Prof. Haseman described the Missouri Inspection Law, and Mr. Hill complimented him as an inspector for his broad and fair dealing with the nurserymen. Messrs. Bagby and Skinner told how mixtures of buds and cions may be eliminated.

The several good papers read will be forwarded to the trade journals, that all good nurserymen may have the benefit. The discussions on many topics were full of zest and continued unabated until 5 P. M. of the second day.

J. H. Mayhew, President Southern Nurserymen's Association, Waxahatchee, Texas, wired sincerest wishes for a pleasant and profitable meeting. Much regretted that he could not be present. J. A. Lope-man sent greetings and the Association wired him sympathy and cheer, and pleas-

ure in the promise of his speedy recovery. W. P. Stark was chosen to represent the Association at the Atlanta Convention and expenses charged to the treasury.

Jim Parker and J. A. Lope-man were voted thanks for their effective work in promoting good legislation.

Peter Youngers gave a fine report of his work as of the Committee on Legislation west of the Mississippi and the successful prosecution of the Reed case. The above is a brief synopsis of the names and the work that consumed four busy sessions. Provision should be made for recording meritorious discussion and the essence preserved.

The following committees were chosen: Executive Committee—E. S. Welch, H. M. Simpson, W. S. Lake, R. J. Bagby, J. H. Skinner.

Committee on Tariff—W. P. Stark, F. H. Stannard, J. W. Hill.

Legislative Committee—Peter Youngers, C. C. Mayhew, W. P. Stark.

Committee on Program for 1914 Meeting—L. C. Stark, Herbert Chase, A. J. Brown.

Report of Committee on Resolutions.
We, your committee on resolutions, beg to make the following report, and recommend that it be adopted or rejected section by section:

1st. Resolved: That we are opposed to holding the 1915 meeting of the American Association of Nurserymen in San Francisco, as advocated at the meeting held in Portland, and invite the Association to hold the 1915 Convention in Kansas City, Mo. That the president appoint a committee of five to extend such invitation at the Cleveland meeting, with instructions to use its utmost endeavor to carry out the sense of this resolution.

2nd. Resolved: That we extend to Mr. William P. Stark, of Neosho, Mo., our thanks for the feast of Delicious apples, furnished at our luncheon, and assure him of our appreciation of this repeated favor shown us.

3rd. Resolved: That we extend our thanks to the management of the Coates House, for the courtesies shown us during this meeting.

4th. We desire to take this occasion to express our appreciation of the attendance at this meeting of our eastern friends, Messrs. Pitkin, Meehan, Dayton and Watson; and assure them that a hearty welcome shall always be extended to them, and any other nurserymen, who may favor us with their presence.

President's Address.

President F. A. Weber made the following address:

Another year has passed since the Western Association met in this city, to discuss the various topics that were of most importance to our business, and I assure you that it is a great pleasure to me to have the honor of presiding at this, your twenty-fourth annual meeting.

I am pleased to see such a large representation at this meeting, and I trust that you will, one and all, enter into the discussions freely with a view of bringing out all the points that may be of importance to our business, so that we may all profit in knowledge, and wisdom, so that when we go home that we can say that the time has been well spent.

The year 1913 will soon have passed into history. If the figure "13" had anything to do with the brands of weather we have had during the year, we should congratulate ourselves that there will be no more "13's" in our allotted time that we may remain here on earth.

The greater part of the country has passed through one of the hottest and driest seasons of record, and in consequence much stock has not made the usual grades. During the early part of the year there was an excessive amount of rain in many lo-

calities, and these localities were the ones that suffered mostly on account of the drought. Lately, we have had reports of a storm in the lake regions, and while it probably did not do any great amount of damage to the nursery interests, excepting that it delayed shipments considerably. Late reports show that Texas is now having a siege of high water, with considerable damage. This all goes to show that we may plan ever so well, but we must always expect such conditions to occur from time to time.

The program committee has arranged an excellent program and it covers most of the subjects that seem to be of importance to our business at this time.

I desire to call your attention to a few things to which we should give careful consideration. One is, the parcel post proposition. An effort should be made to secure better parcel post conditions. At present, the nursery, florist and seed interests do not enjoy the same parcel post benefits that other lines of trade do. Just why these lines were barred from the same rates has always been a mystery to me. I have with me a letter from the Postoffice Department at Washington, D. C., with which I corresponded some days ago, and the secretary will read this letter to you later during our sessions, which will explain the situation more fully. The question of uniform legislation is another subject that is of utmost importance, and I understand that we have with us a committee on uniform legislation from the American Association and I trust that this committee, with our legislative committee, will have something favorable to report.

As we have a large amount of work before us, I will detain you no longer, and we will now proceed to the work in hand.

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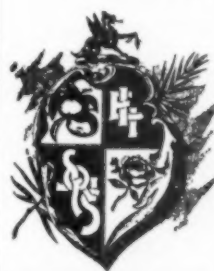
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What the Tree Modern Catalogue Should Be

Should Describe All Articles Fully and Honestly, With Plain Prices--Do Not Promise More Than You Can Fulfill--Many Illustrations Desirable--Colored Plates Better--Ways of Getting Names and Addresses--Build Up a Good Name for Your Business, Regardless of Cost--Profits Will Come Slowly at First--Inquiries Cost More Than Formerly--Suggestions

CARL SONDEREGGER, Beatrice, Neb. Before Western Association Nurserymen

SO FAR as we can find out, history does not mention the first enterprising nurserymen who conceived the idea of selling their trees by the medium of a catalogue, thus departing from the old time custom of sending out salesmen, or what we used to call tree agents. In all probability he got a little weary of the tree agent's reputation, as in those times they were generally classed with lightning rod peddlers, book agents, and other occupations with rather unsavory names. And it was surely a tough, unsatisfactory method, with a good deal of dishonesty. Now please do not misunderstand us, we are talking about old-time tree agents, not of the salesmen the members of the Western Association of Nurserymen are sending out.

Catalogue Requirements.

But to come back to the catalogue. In order to show you our idea of a tree catalogue, we have some here for your inspection. In the first place, a catalogue should describe all items fully and honestly, and prices of everything should be given plainly. It's poor policy to give exaggerated, misleading descriptions,—telling a farmer that he will make \$5,000 per acre from an orchard if planted to some specially recommended apple, of which you happen to have a surplus, is wrong. It will sooner or later react upon you; besides, any intelligent farmer will see that you are overdoing the matter and will only lose confidence in your catalogue. Do not promise more than you can fulfill; be strictly honest in everything you say in your catalogue. It will help your business even if you cannot see its results immediately, and personally, you

F. DELAUNAY

The Nurseries Angers France

Grower and Exporter

Of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

Catalogue free on application

Effective Advertising

To be most effective, advertising should have the willing attention of a reader. It should not be forced or masked as is often the case with circulars.

Readers of "American Fruits" expect it to contain both reading matter and advertisements. Both pertain directly to their business. The advertisements in "American Fruits" are read as an index to the varieties of stock on the market and as an indication where wants may be supplied.

Advertising is of such interest today that it does not need to be disguised.

will feel better. We find it pays to use large numbers of pictures, and colored plates would be better than any other kind, the only trouble being their high cost.

How to Get Addresses.

We have a catalogue now; the next question will be, to whom shall we send it? We find it does not pay to buy names and addresses offered by collectors of such. The right kind can only be procured by advertising in so-called farm papers and magazines, the only way to get people who will not buy of every Tom, Dick and Harry that comes along, but buy of established business houses (mail order houses, if you like), well knowing that with such houses they will get a fair deal, being protected by the United States Postal Department.

The selection of the best papers is rather a difficult proposition and the beginner will do well to seek the aid of a reputable advertising agency. We find that the regular agricultural papers, some few magazines, and most weekly papers with a large circulation bring us the best results, and of these we prefer papers that decline all kinds of fake advertisements, and give some guaranty of the good character of the paper's advertisers to their subscribers. The beginner will find at first very few of the catalogues sent out will bring in orders, and most of them will be small trial orders. You must not forget that your firm must be pretty well known before people are inclined to send you large amounts of cash in advance; while, on the other hand, you cannot afford to send trees all over the country in any other way. C. O. D. shipments are usually very satisfactory, especially so with freight shipments. You must, therefore, build up a good name for your business, regardless of cost. Your profits must be a secondary matter. Give your customers good stock; see that they get all they pay for; do all you promise in your catalogue; or, in other words give them a square deal. In such a way you may expect reasonably fair returns in four or five years. Do not expect too much, though.

Experience of Recent Years.

The last few years have been very disappointing, even to old-established nurseries. Besides circumstances over which one has no control, competition is getting greater every year and it seems to have a tendency to lower prices, especially in the middle western states. You will work up a customer who intends to plant a large order, you make him concessions in prices; but still, of course, figuring the cost of your advertisements and catalogues, only

to find out later that some wholesale nursery has made him about the same price as it would to you.

Advertising costs much more now, than formerly. Farm papers are so cheap now, (some are almost given away) that a farmer can afford to take half a dozen different papers. Your ad, probably, is in all six, but you can only get one inquiry for a catalogue from the six papers. Some years ago it cost us about 15 cents for each inquiry or request for a catalogue; while now we think we do very well if we can get them for 50 cents each. Catalogues are becoming more and more elaborate each year, also owing to fierce competition. Our expense for catalogues is now at least six times higher, than, we will say, seven or eight years ago, while orders seem to be harder to get.

The Silent Agent.

Your catalogue which really is your silent agent, or solicitor, has to meet a good deal of unfair competition with tree agents. These gentlemen will tell your prospective customers that you are a cheap concern selling only trash, such as an agent nursery would throw on the brush pile, or sell to the mail order houses. That you do not know how to bud or graft; (this last, probably)

Continued on Page 19

1912 Crop PEACH SEED

Our Seeds are the kind that produce results, seedlings

When a party once plants our seed, he wants them again

Price and sample on request

**J. VAN LINDLEY NURSERY CO.
POMONA, N. C.**

SUGAR AND SILVER MAPLES

Fine stock of all sizes up to 3 inches caliper.

**W. B. COLE,
Painesville, O.**

ARE YOU INTERESTED

In choice young ornamental Nursery Stock for transplanting lining out, or mail orders? If you are, get next to our Trade List of genuine bargains, in Oriental Planes, Nut Seedlings, Oaks, Ash, Oatappa Speciosa, Honey and Black Locust, in large quantities, besides hundreds of other varieties, both deciduous and evergreen. Peach Trees, Dahlia Bulbs, etc., etc.

ATLANTIC NURSERY CO., Inc.

BERLIN, MARYLAND

WANTED—Tree Seeds of all kinds

Just say you saw it in AMERICAN FRUITS.

PEACH TREES! PEACH TREES! ONE YEAR APPLE WHIPS!

One-year and June Buds

SPLENDID stock sold at live and let-live prices. Our facilities for growing stock are such that we cannot be undersold. Very low prices in car lots.

TENNESSEE NURSERY COMPANY

32nd Street, No. 2 Fillauer Bldg.

CLEVELAND, TENN.

What Ornamental Nursery Stock is Doing

PROPAGATION OF ORNAMENTAL TREES AND SHRUBS—M. J. Wragg, Des Moines, Ia.

IN A commercial way ornamental trees and shrubs are grown by different processes, but the ultimate end is the same in each—the increase of the variety of species.

In ornamental trees, especially, we always grow those from seed wherever we can get the best results, but as a rule there are but few that we can get this way; consequently we employ budding or grafting.

We have been very successful in growing one variety of Japan Maple (*Acer ginnala*) by seed as the seed grown in this country seems to be very strong and perfect and we have had no trouble during the last few years in growing from eighty to ninety per cent. of seed.

So many of our best ornamental trees require so much nursing to get nice well-grown specimens that we have employed during the last few years budding. To illustrate: If we want to grow Norway Maple or the red-leaved variety (*Schwedleri*) or any other fine Maple, we plant out maple seedlings, bud them at one year old after planting and we always use for our stock buds from trees that have special characteristics of growth as in the Norway Maple there are some trees that are so much thrifter, up-right growing trees that we get our buds from these trees. In this way we can grow a uniform block or row of the Norway Maple; but if we depend on seedlings, many of them will be very crooked and so unshapely that they cannot be made marketable.

Trees of Rapid Growth

In trees of rapid growth like the Soft Maple, Linden, Hackberry, White Elm, Catalpa Speciosa, etc., we generally plant out one-year-old seedlings. After they have been grown one year we cut them off at the ground. The following year they will make very rapid growth.

Early in the spring we are careful to remove all the sprouts from the stem except one, so that by fall of the year in which we cut them back we have tall straight stems which will make the body of our future tree.

I will mention in this connection the Oak as I consider it one of the coming ornamental trees and I believe our best results will be from planting our native acorns of our Scarlet, White, Red and Pin Oaks, transplanting them at one year old from seed.

In shrubs we have to employ different methods to get the best results. I am now speaking as we grow them in our nursery in a commercial way.

Take for instance, the Lilac family. There is a large class of these that we grow from layering, which we do by taking the superfluous limbs as they sprout up from near the ground, make a small incision with a knife or other instrument on the lower side near the ground, just cutting through the cambium layer. When these are bent down and all are prepared, we then cover them with dirt all around the plant, covering them from three to six inches according to conditions. We do this along our large plants that we intend to dig the coming fall.



M. J. WRAGG, Des Moines, Ia.

As fast as we dig these plants we trim all these limbs off, and as a rule they have all thrown out more or less rootlets. Even if they have only made a callous we save them, planting them out the same. In this way, from a row of common White, Red or Purple Lilacs of 1000 we often can get from 3000 to 4000 young plants for lining out and yet have the parent bush for putting on the market.

This is the way that we grow what is known as the common lilac bushes, but if we want to grow nice, upright lilacs, with nice stems, we then employ budding. The

last few years we have had good success in budding lilacs on the common Privet (*Ligustrum Vulgaris*), but we believe for this country that our best lilacs should be budded on Ash as they make a stronger growth. I have never found the growing from cuttings very successful. In most of our shrubs I prefer growing them from hard wood cuttings.

Use of Cuttings

During the months of September and October I prepare my cuttings for some varieties. As soon as the wood has matured and the leaves will strip off easily or drop I consider them in the proper condition for cutting. I like to use cuttings about seven or eight inches long, tying them in bunches of 100 to 150 and keeping the base or the bud of each cutting the same way. As fast as cuttings are cut and tied each day as cut I put them in my storage house with the base down on the floor where I keep it well wet so as to keep the base of the cutting in a moist condition. After I have prepared a quantity ahead I put them in the calousing pit out-of-doors, digging the pit about ten inches deep, putting the base of the cuttings up, covering it with about an inch of soil.

During the warm weather in September and the first of October these cuttings will callous very rapidly and as soon as all cuttings are cut and treated in this way I then commence planting them in well prepared ground that has been plowed at least ten inches deep, subsoiled if necessary.

I generally employ setting to a line, putting my rows three feet and six inches apart and the cuttings in the form from three to six inches according to variety, pushing the cutting clear down to the top, then covering the top of the cutting with about an inch of dirt the last thing in October.

After the cutting patch has frozen in the fall I cover these buds with manure to keep a warm, equitable temperature and keep the cuttings from heaving out by frost.

Varieties Giving Best Results

Now the varieties that we get the best results from growing hard wood cuttings are Spireas, Arguta, Van Houttei, Opulifolia, Revesii, etc. The other varieties of Spirea like the Colosa Alba, Colera Rubra, Watereri, etc., I think are best propagated from the layering system, or the division of the

Continued on page 14

Seedling and Transplanted Evergreens by the Millions

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hills Spruce	Pinus Ponderosa
Colorado Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engleman's Spruce	White Pine
European Larch	White Spruce

Special Prices on Large Lots and for Reforestation

Also a General Line of Nursery Stock

SHERMAN NURSERY CO.
CHARLES CITY, IOWA

The Chase Labels

For Nurserymen and Florists are Excelled by None

PLAIN, PAINTED, WIRED with TINNED or COPPER WIRE and PRINTED IN ANY MANNER

That may be called for

Prices as low as **FIRST-CLASS WORK** and unequalled **PROMPTNESS in DELIVERY** will justify.

Please favor us with a trial order if you are not one of our present patrons.

THE BENJAMIN CHASE CO.,

DERRY, NEW HAMPSHIRE

P. O. Address and Western Union Tel.—Derry Village

American Fruits The Nursery Trade Journal

Nurseries, Arboriculture,
Commercial Horticulture

AMERICAN FRUITS PUBLISHING CO., Inc.
Ellwanger & Barry Bldg., Rochester, N. Y.

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Single Copies - - - - -	.15

Advertisements should reach this office by the 15th of the month previous to date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., Jan. 1914

Kentucky Commissioner of Agriculture J. W. Newman has received from A. Gatliff, of Williamsburg, Ky., an offer of 1,000 acres of land if the state will put it in fruit as a demonstration orchard.

The Vermont Horticultural Society has 363 members and \$385 in its treasury and held an enthusiastic annual meeting late in November.

Ninety carloads of pecans—2,500,000 pounds—were gathered in central Texas last year, for which the growers received approximately \$200,000. Ballinger reported the prize tree, which netted its owner \$300.

Chairman J. McHutchison of the tariff committee of the American Association of Nurserymen, has appointed T. B. Meehan and J. H. Dayton, members of that committee.

W. C. Griffing, vice-president of Griffing Brothers Company, will make his home at Grand Bay, Ala., where the business of the company's branch has increased greatly. The nursery there has an excellent stock of home-grown pecans, Satsuma oranges, camphor trees, roses and ornamental stock.

G. A. Marshall, Arlington, Neb., discussed plums and M. J. Wragg, Des Moines, Ia., modern advancement in horticulture, at the annual meeting of the Southwestern Iowa Horticultural Society in Council Bluffs last month.

The Sparger Orchard Company and the Surry County Fruit & Orchard Co., have consolidated and incorporated under the name of the State Mountain Orchard Company, which new concern takes over the stock and property of both companies. The new company now owns 800 acres of the finest orchard lands in the vicinity of Mt. Airy, N. C., and nearly half of it has already been planted in trees.

There is a continuous rapid decrease in the number of trees that have to be destroyed each year for yellows and little peach in Canada. In 1911, in Ontario, between fifty and sixty thousand trees were destroyed; in 1912, between twenty and twenty-five thousand, and in 1912, between five and six thousand, a decrease in two years of from fifty to sixty thousand to about six thousand.

The Western Association

A characteristically practical, lively and progressive meeting of the Western Association of Nurserymen is reported in excellent form for *American Fruits* by the thoroughly posted secretary, Mr. Holman. The members of this Association go to Kansas City every December for business and they get a good deal of pleasure out of it too. Their programmes are well arranged and bring out effectively the practical topics of the trade. The Association is in a thriving condition and has just increased its strength and influence by opening wide its doors to membership. We wish the Western Association a very strong measure of continued success. We have long taken pleasure in publishing its proceedings in the full form in which they appear in this issue.

Straight from the Shoulder

That is plain talk which J. Moncrief, of Winfield, Kansas, gave those in attendance at the annual meeting of the Western Association of Nurserymen in Kansas City last month, and reproduced in this issue of *American Fruits*. At first it may seem a bit harsh, and some may question the generalization; but we think there is much food for thought in what Mr. Moncrief says. Indeed, some of his suggestions tally with some we have repeatedly made. There is an opportunity to benefit the nursery trade which the American Association has not yet arisen to. The national association might well take a formal stand in more ways than one for a higher standard. In the cases of a number of the members of the Association, this has been done. In general the Association stands, of course, for honest practices and meeting issues squarely, but there have been times when it seemed practically incumbent upon the national organization to take action in a specific class of cases, based upon a special illustration.

Mr. Moncrief refers to the attitude of *American Fruits* on the New York bill requiring that every nursery tree in a shipment should be tagged and insured against substitution. While this seems a drastic and impractical way of getting at the trouble, it may be it will prove the only way. Certainly all reputable nurserymen would welcome an equitable and workable way to guard orchardists from losses which substitution in any appreciable degree entails.

Cutting Out Refrigeration

The starting of an entirely new system of making fruit shipments to the east and abroad this year by the Northwestern Fruit Exchange of Portland, Ore., has already saved growers on shipments to Germany alone \$11,340.00.

This saving in the cost of transporting apples to market was made because the services of the refrigerator companies were dispensed with. It cost 10c a box for rail refrigerator to the east and 12½c additional for refrigerator to Europe. This is a total cost of 22½c a box and in some instances is the dividing line between profit and loss to shippers.

Up to this time practically all of the Jonathans and other soft fruit was sent out from the Pacific Northwest under refrigeration. That was the old system and

it was generally accepted up to this season as the proper method.

"It is so big a saving," says W. F. Gwin, general manager of the Northwestern Fruit Exchange, "that we want to show fruit growers how to do it. Of course this shipping of fruit without refrigeration by amateur shippers would result in dismal failure and heavy loss but in the hands of expert organization it would be a big thing. We see that our shipments are stowed properly in the holds of the ship and in this way secure natural refrigeration which is just as effective as artificial; and it saves the cost of the latter."

Prospect for Penny Post

No fewer than a dozen bills have been introduced in the House calling for penny postage, and it is quite probable that this will be one of the live issues fought out in Congress at the regular session. When the expected objections to penny postage are raised, says the Washington Post, it will be well to recall that the same kind of economical objections were made to the establishment of the parcel post.

Certainly there can be no objection to experimenting to see what the result will be. One of the bills pending in Congress provides merely that there shall be penny postage within certain zones. If it be found that the Postoffice Department is really to have a surplus, instead of a deficit, it might be well to try penny postage and see how it works from the financial standpoint. There will be no doubt of its popularity with the public.

National Apple Day

In previous issues of *American Fruits* reference has been made to the several dates proclaimed for National Apple Day in various parts of the country. In the East the third Tuesday in October has been observed, but last fall the Pacific Northwest observed November 18. It seems that the latter date is not entirely satisfactory, for the North Yacima Commercial Club, where members of the American Association of Nurserymen and the Pacific Coast Association of Nurserymen spent a pleasant evening last June, just after the Portland joint convention, has adopted these resolutions in a laudable effort to arrive at a national understanding:

Whereas, The apple is grown in every state in the Union; and,

Whereas, Apple growing ranks as one of the leading industries of the nation and is rapidly increasing in importance, involving already an investment of hundreds of millions, and having an annual output of tens of millions of dollars, and

Whereas, The apple can be served in greater variety of ways than any other fruit, and is the preferred fruit that is edible every day in the year, and,

Whereas, The commercial interests of the country would welcome any assistance in the special sale of such an important product; now, therefore,

Resolved, That we request the Chamber of Commerce of the United States of America and its constituent members in the several states to urge his excellency, the president of the United States, Woodrow Wilson, together with the members of congress, to designate February 1 as a National Apple Day, on which day all citizens of the United States, at home and abroad, shall co-operate in advertising the apple.

The club will endeavor to enlist the support of the chambers of commerce in cities throughout the country in sections where the apple industry flourishes. An attempt will also be made to enlist the aid of the American Pomological Society.

Cleveland the A. A. N. Convention City 1914

THE American Association of Nurserymen, having met in 1912 on the Atlantic coast and in 1913 on the Pacific coast, and thus proved its national character, has decided upon a central point indeed for its annual meeting this year—Cleveland within a radius of five hundred miles of which lies fifty per cent. of the population of the United States and Canada! Unexcelled railroad and steamship transportation facilities afford easy access to this convention city from all parts of the country.

Many members of the American Association did not attend the Portland, Ore., convention last year and some were prevented by the circumstance of distance also from attending the convention of 1912 in Boston. So it will probably be in Cleveland in June that some members who have attended most of the meetings of the national organization will meet their fellow members for the first time since 1911. For it should go without saying that the Cleveland convention will be largely attended.

An enthusiastic resident of Cleveland recently said: "Cleveland—the sixth city of the United States, with a population of 600,000—extends, with its suburbs, for twenty miles along the south shore of beautiful Lake Erie. The sultry summer weather experienced by the traveler in our inland towns is forgotten when he reaches the city cooled by Lake Erie's breezes. Nearly thirty-five miles of splendid boulevards, encir-

cling almost the entire city, afford unsurpassed opportunities for restful recreation. The public park system of Cleveland includes eighteen hundred acres of beautiful parks; fifty acres of inland lakes and ponds; twelve large parks, three of which are located on the shore of Lake Erie."

HOLLENDEN HOTEL



Headquarters for Cleveland Convention of American Association of Nurserymen, June 24-26, 1914

There are also excellent amusement parks under private management.

Throughout the year the temperature of Cleveland is moderated by the waters of Lake Erie. The average annual temperature of Cleveland is 40 degrees; the average summer temperature is 66 degrees.

That Cleveland is an ideal convention city is best evidenced by its past record in entertaining state and national conventions. Cleveland is but a night's journey from the Atlantic or the Mississippi. Its hotels are modern, splendidly equipped, well appointed, and are centrally located. There is no extortion; visitors or convention delegates can secure accommodations at rates to suit all purses. Seven great railroad systems with numerous branches enter Cleveland.

Steamship lines connect Cleveland with every port on the Great Lakes. Combination rail and steamship tickets may be secured by visitors to the city thus making the trip to and from Cleveland most enjoyable. The steamers "City of Cleveland" and "City of Erie" operating between Detroit, Cleveland and Buffalo are among the finest passenger steamers afloat. At the minimum of expense tourists receive accommodations on these steamers equal to those which are afforded passengers on our largest ocean steamships. An extensive interurban traction service by electric lines makes possible numerous day trips to adjoining cities and pleasure resorts.

There are five large auditoriums in Cleveland for the use of organizations meeting in convention. The Central Armory seats with comfort more than 5,000.

The Hollenden hotel has been selected as the headquarters for the American Association Convention in June. Arrangements are in the hands of W. B. Cole, Painesville, O., chairman of the committee. Rates at this hotel are regularly \$2 to \$5, European plan. J. H. Thompson is manager.

Fruit Bulletins Criticized

Criticism of the bulletins of the United States Agricultural department as disseminators of misleading information in regard to fruit culture, was voiced at the opening session of the Minnesota State Horticultural Association by E. A. Smith of Lake City, vice-president of the Jewell Nursery Co.

"The government divides the United States into nine districts, and recommends the culture of certain fruits in each district," said Mr. Smith. "Fruits are sometimes recommended for use in this district of which the growers and nurserymen never heard."

Informal discussion of the question followed, and M. S. Kellogg of the Wisconsin State Horticultural association recommended the appointment of a committee to take the matter up with the government. It was also suggested that the association endeavor to disseminate correct information in regard to these matters.

Prices of Nursery Stock

Especially attention is directed to the article in another part of this issue by Lloyd C. Stark on prices of nursery stock. Mr. Stark has outlined the case clearly and exactly. There will always be several classes of buyers. It is to the interest to educate

Just say you saw it in AMERICAN FRUITS.

the buying public continually to appreciate the importance of procuring high quality stock, for the difference in first cost is not great as compared with the difference between ultimate failures and success with the orchard.

North Carolina's Victory

In the December issue of *American Fruits* announcement was made that the fruit exhibit of North Carolina under the direction of State Horticulturist W. N. Hutt won the Wilder medal at the American Pomological Society's exhibit at the Washington biennial meeting.

The two varieties of apple winning were the Sparger and the Bonum. The Sparger is a new variety, Mr. Hutt says, never having been standardized by the society. It is rapidly becoming one of the finest commercial varieties on the market, and is grown mostly in Surry county, N. C., and Patrick and Carroll counties, Va. The Bonum has been a well-known commercial variety for a long time, and Mr. Hutt took it along to emphasize the fact that such a magnificent variety originated in North Carolina. He is getting paintings made of these apples by artists in the national department of agriculture to illustrate a publication he is getting out on North Carolina fruits.

Mr. Hutt says that North Carolina's exhibit attracted a great deal of attention from people from all parts of the country.

Many were surprised at the magnificent specimens of nuts grown in the eastern part of the state. In the absence of the president of the Northern Nutgrowers' Association, Mr. Hutt was called upon to preside during the meeting. He made a talk there upon top work of seeding pecans, upon which he is getting out a bulletin. There are about 75,000 seedling pecan trees in the state.

STATE VICE-PRESIDENTS, A. A. N.

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Virginia. F. D. Green, Farmville
Washington. F. A. Wiggins, Toppenish
Wisconsin. A. J. Edwards, Fort Atkinson

Can Higher Prices Be Had On Merit Alone

LLOYD C. STARK, Vice-President, Stark Brothers Nurseries & Orchards Co., Louisiana, Missouri

AT FIRST thought it appears that trees of superior quality should certainly command prices above those usually obtained for nursery stock of ordinary or mediocre quality.

If we investigate this same subject as applied to other lines of business activity, we will find it almost universally true that goods or products of superior quality and workmanship command superior prices; ordinary products bring ordinary prices, and goods of inferior quality bring low prices.

Tree Classes

There are now, and always will be, several classes of buyers. There is one class that will always want the best—this class of men includes those who are able to look ahead and see that the best is the cheapest in the long run. Then there are the buyers who are not especially concerned about either quality or price. Many of this class are willing to have ordinary goods at ordinary prices. The third class of men includes those who will buy most anything if it is cheap, in other words "bargain hunters," men who will buy anything from a gold brick to a white elephant if they can be convinced that it is cheap, and as a usual thing, they have little regard for the real value of the article, or tree or what not, so long as it is cheap. They have not enough judgment to realize that the saving of a penny in initial cost is often the means of losing dollars when harvest time comes.

Two Extremes

At the present time the tendency of buyers is toward the two extremes—those who buy extra quality and pay superior prices and the other class—the bargain hunters. This statement, I believe, is especially true

as applied to the nursery trade at the present time. Of course the very nature of our business is precarious for the reason that we offer perishable products, which are thus more liable to fluctuations in price than are staple or non-perishable articles. In addition to the perishable nature of our products, we must also consider the fact that no great skill is required by the "farmer nurseryman" to grow trees; but of course, the stock usually turned out by such so-called nurserymen a good orchardist would not plant. However, these blocks of practically worthless trees scattered here and there throughout the land are a constant menace to the man who does grow extra quality stock, for this cheap stuff is almost always sold for a song. Such stock appeals to the man who knows practically nothing of trees, the man who cannot realize that there is as much difference between good trees and poor trees as there is between a thoroughbred horse and a plug—as much difference as there is between a \$50 suit of clothes and a \$10 suit of clothes. In fact, there is more, for the difference in initial cost of trees is proportionately very much less than in most other articles of commerce, and the difference between a healthy, vigorous, profitable orchard and a worthless, debilitated block of orchard trees, is simply the difference between success and failure.

Stock of Extra Merit

High prices are sometimes asked for poor trees and high quality trees sometimes offered at low prices, but these are, I believe, the exceptions which prove the rule.

Now, to get back to our subject: "Is it practicable to obtain higher prices on merit alone?" If applied to the thinking public, I feel sure that superior stock will bring extra prices. As applied to the bargain hunter, I doubt if extra quality would appeal to him. We have, and always will have, at least two classes of buyers with which to deal, and I do not believe that the bargain hunter class of buyers can ever be educated up to that point where they will be able to realize that the best is the cheapest in the long run.

On the other hand, I do believe that the better class of people in this country, the men who have sufficient intellect to look a few years into the future will pay advanced prices for stock of superior merit, provided, of course, that the nurseryman offering the trees has sufficient standing and reputation to convince the buyer that he is really getting stock of extra merit, and provided further that the nurseryman always delivers trees strictly up to specifications—stock which will, at all times, give complete satisfaction to the buyer.

Belgian Exports

In the recently published returns of the export trade of Belgium, interesting deductions may be made as to the way this country is catering for its own needs. As I once before remarked, we grow more each year for our own needs, and import proportionately less.

As a customer to Belgium (which practically means Ghent and district), England ranks a long way behind France, Germany, and the United States, and the Belgium growers must now be largely independent of this country.

It was not so a generation ago and the

trade has since become less in proportion to the others. As long ago as a decade and a half the writer was often tickled, when, as a worker in a Belgium nursery and an interested spectator of the arrival of a fellow-countryman, he saw him alight from his conveyance with all the air and importance of a big buyer, "I am come from England, Ghent lives on England, don't you know" sort of style.

Many an Englishman has had a rude awakening on this point when, on declaring to growers what can be bought in his own country, he has been coolly informed that it is not England which fixes their prices, and that French and American buyers were able to pay from 10% to 20% more than English buyers. Such a statement as this can be confirmed when noting what a small place England occupies in Belgian export returns. —Horticultural Advertiser, England.

Propagating Ornamentals

Continued from page 11

plants as they are taken up; however for the largest classes I think the hard wood cuttings the most preferable.

All varieties of Forsythia grow splendidly from hard wood cuttings, also the Tree Honeysuckle, Syringa, Tamarix and other varieties.

Those that I recommend layering as the fastest and most economical way of producing young plants would be the Viburnum Family, common Snowball, Tree Cranberry and Dentatum. These all root readily and by laying the lower limbs of the bush down one can increase them very rapidly.

Of course, there are some hard wood cuttings that root more easily than others, but if the above methods are employed no trouble in rooting at least sixty of eighty per cent of the cuttings will be experienced.

Just say you saw it in AMERICAN FRUITS.

FOR SPRING 1914

We offer a large stock of Peach, 1 and 2 year Apple trees, Asparagus Plants, 2 year Downing Gooseberries, Privet Hedging, Car. Poplar, Shrubby.

Write for prices

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FOR SALE—100,000 One Year Apple Trees, grown from Whole French Seedlings. Retail and Wholesale. Write

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2-year and 3-year
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T. R. NORMAN
PAINESVILLE, O.
(Successor to Norman & Hacker)

Apple Seedling
Japan and French
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Apple Trees, 2 years

Our Apple trees are a clean, healthy lot, strictly first class and will please you. Let us price your wants.

Kieffer Pear, 2 years
Peach, Cherry, 1 year
Gooseberry, Rhubarb,
Shade Trees

Flowering Shrubs, in
variety

We have a very line stock of Althea, both tree and bush form. Good list of varieties

J. H. SKINNER & CO.
NORTH TOPEKA, KAN.

Events in Nursery and Orchard Rows

Special Reports to "American Fruits"

Directly Affects Demand for Nursery Stock—That co-operative marketing is possible throughout the state was the opinion of Thomas Redpath, Crystal Bay, Minn., a prominent horticulturist, who for a number of years has had charge of the exhibition at the state fair. "I believe it has been proved by the experience of local associations that co-operative marketing in Minnesota is possible," Mr. Redpath said. "During the past season a great many growers have not realized much from the sale of their fruit. The remedy for this condition is co-operative marketing. It must also be admitted that much fruit is sent to commission men which is not properly packed and is of little value to them. One of the efforts of the horticultural society is to teach the members how to pack."

Million Dollar Orchard Company—A Delaware charter has been secured for the Orchard Investment Company, a fruit-growing concern organized by Pittsburghers and capitalized at \$1,000,000. The company was formed for the purpose of owning and operating apple citrus and other fruit-growing properties in various parts of the United States. The concern is the only one of its kind in the country. It is backed by Pittsburgh, New York and Southern and Western capital. Plans for the organization were laid in Pittsburgh and the company will have its main office there. Among the Pittsburgh men interested are J. S. Crutchfield and R. B. Woolfolk, of the firm of Crutchfield & Woolfolk, produce merchants; C. M. Murray, a bond broker, and Alexander Murdoch.

Ideal Apple Yet to Come—"We haven't yet found the ideal apple," said A. W. Latham, secretary, Minnesota State Horticultural Society, at the 47th annual meeting of the organization last month, "though we are looking for it. Just as every human being differs from every other human being, so every apple grown from a seed differs from every other apple. Some day a perfect human being is going to come along—as perfect as mortal flesh can be, that is—and just so someday the perfect apple is going to happen. The man who finds it will make his fortune. The Wealthy is still the peer of Minnesota apples, and constant experimentation has not bettered it."

Planting Pecans in Streets—The city of Covington, Ky., is beginning quite an innovation for municipalities. Mayor George T. Smith was out with the street force recently planting pecan trees on the sidewalks, and in the three public parks. Where an old shade tree has died, or been removed on account of change in street grades, they are being replaced with a fine variety of paper shell pecans. Mayor Smith hopes the precedent he is setting will be carried out each fall by his successors, and that in a few years Covington will have several thousand pecan trees bearing these luscious nuts, and that the city will have an annual "nut gathering day" when all the children can be turned loose to gather pecans to their heart's content.

Northwest Deciduous Protective League—At a conference held at the Spokane apple show, at which there were present representatives from Montana, Idaho, Oregon and Washington, it was decided that the interests of the deciduous fruit industry of the northwest demanded some organization of the growers and shippers for mutual protection. This decision was largely the result of the apparent necessity of increased vigilance on account of the spread of blight during the past year and the demand for better laws to enforce inspection and eradication of diseases affecting our orchards. The Northern Deciduous Protective League was the result.

Just say you saw it in AMERICAN FRUITS.

Texas Nurserymen in Florida—"The people who have started the fig industry at Woodville do not yet realize what an important step in the development of Leon County they have taken," is the way in which C. W. Minson, of the Algoa Fruit Nursery Company, of Algoa, Tex., spoke of the Florida Fig Orchards Company after inspecting the orchard which has been started. Mr. Minson arrived from Algoa, Tex., to give the management of the new industry at Woodville some information as to their undertaking. He has made fig raising and canning a success in Texas. The Florida Fig Orchards Company at Woodville, Fla., was organized a short time ago and capitalized at \$50,000.

Cherry Growing in Vermont—The early settlers in Vermont brought cherries with them, and 50 or 60 years ago an abundance of fruit was produced on almost every farm, said Amos J. Eaton, before Vermont Horticultural Society. Later these trees or their descendants were killed by "black knot," and for many years we were without cherries. Commercial cherry-growing in Vermont is hardly more than 20 years old, and is mostly confined to three or four growers in the southeastern part of the state, and a few more in the western. Of these A. A. Halladay of Bellows Falls, is the veteran grower. Contrary to the advice of the nurserymen, we prune our cherry trees as regular as we do our apple and plums.

King of the Pippins—Edward Bunyard writing to the Journal of Horticulture, London, says: "The confusion between the old and new King of the Pippins dates from nearly a century ago. The old variety which Hogg describes ripened at the end of August, and this had, in his opinion, the prior claim to this name. When the Reine des Reinettes of France (or Wintergold Parnane of Germany) was introduced into England about 1800 it was re-named King of the Pippins by Kirke, the nurseryman of Brompton, whose memory is kept alive by the Plum named after him. This is the Apple now universally known under this name, and even in 1859, when Hogg published his 'Apple and its Varieties,' he refers to the present day 'King' as being the one 'generally known by that name.' He endeavored to change the name to Golden Winter Pearmain, a translation of the German, but so firmly was the name fixed that it still remains King of the Pippins to all gardeners. It is therefore merely a question of the survival of the more popular of two fruits sharing a name. As to the quality of the present-day King, opinions will naturally differ. In a hot year like 1911 it was extremely good, and in central France the warmer sun suits it admirably. Hogg describes it as 'first-rate,' and Diel the German pomologist, who first described it, placed it first among dessert fruits. De gustibus!"

Developing Alabama Lands—Frank Craighead of Griffing Brothers Company's staff of agents, is manager of a company of Mobile men who have bought land at Grand Bay, Ala., to be planted to Satsuma oranges, pecans and grapefruit. "This enterprise which has caused hundreds of thousands of Northern dollars to be put to work developing our soil," said Mr. Craighead, "has been progressing for about five years, with the result that there are thousands of acres in this and other counties in the Mobile territory being in this manner converted into orchards. In the Grand Bay district alone, one company is developing under contracts between 1,900 and 2,000 acres of orchards, all of which have been sold to people living in different states from New York to Minnesota, while on the Cedar Point Road there are nearly 1,000 acres in one tract being similarly handled by a Chicago company."

Western Apples On View—Apples from the far western states decorated the windows of the railroad ticket offices along Chestnut street, Philadelphia, last month and added to the brilliancy of the Christmas displays. The apples on exhibition are prize-winners from the National Apple Show, held annually at Spokane, Wash. By an arrangement with the exhibitors at the show the winning displays become the property of the show. These apples are then distributed through the railroads for exhibition throughout the entire country. Among the exhibits that are attracting attention are those of the Union Pacific System. In their office windows and in several other windows along the street the apples were on view. Fifteen cases were received by the railroad for Philadelphia. The exhibit includes Arkansas blacks, marvelous red and black fruit, Spitzenburgs, Winesaps, golden apples with enticing red shadings, and Yellow Newtons.

Cordon Fruit Trees—The word "cordon," says the Horticultural Journal, is a French military term, and had reference to lines of troops at stated distances in orderly fashion. Eventually it was applied by French nurserymen to lines of fruit trees, mainly pears. These were and still are mostly limited to one stem, which bears fruit, weather permitting, from the ground upwards to the apex, often producing "ropes" of fruit. The trees are largely grown against walls as well as secured to wires affixed to posts in the open. They are first trained vertically to encourage free growth, and this obtained then depressed diagonally to promote fruitfulness. A greater length for fruit bearing is then obtained. It must be remembered, however, that this depression brings the one-branched trees closer together, and it may be too close. A good bearing distance is about 18 in. asunder. To provide this the planting distance should be two feet apart. Overcrowding the branches as well as the bearing spurs on them is one of the most common evils and greatest mistakes in fruit growing.

New Hardy Cherry—South Dakota has made another advance toward the conquest of its prairie uplands. Prof. N. E. Hansen, of the State College of Agriculture and Mechanics Arts, at Brookings, returned late in November from a fourth trip to the wilds of Siberia, bringing with him one and five-eighths tons of hardy alfalfa seed, an amount in excess of his own and his friends' fondest hopes when he set out on his expedition last May. The seed is of the hardy, upright, yellow flowered Siberian alfalfa, *Mexicago falcata*, which has already proved its worth in the western parts of South Dakota, and even far up into Canada, and it was to get additional supplies of such seed that his state sent him abroad. Among Prof. Hansen's horticultural discoveries on this trip is one of special note. It is a new hardy cherry. With this to work upon by crossing and selection a hardy cherry for cold Western States may within a reasonable time be developed.

Fig Industry for South Atlantic Coast—Commercial fig raising and preserving is one of the many strings to the South's bow which has been very little drawn except in Texas, where it now thrives on a rapidly expanding scale. Near Charleston, however, large beginnings have been made in the form of a plantation not far from Yemassee. There a \$100,000 corporation sponsored by the Charleston Chamber of Commerce, set out last year 39,000 young trees. These trees are expected to yield an average crop next season. Plans are being made for the installation of modern canning and preserving apparatus in buildings already there.

Just say you saw it in AMERICAN FRUITS.

Benefits of Nursery Association Membership

E. P. BERNARDIN, Parsons, Kan., Before Western Association of Nurserymen

THE QUESTION of a larger membership to our Association would also include an extension of our territory, which has been talked among its members for some time. The time has come when it seems to be advisable to increase our membership, if we can do it with the same substantial class of membership that we now enjoy. This can be done if we will eliminate our territory lines and throw the gates wide open to those whose interests are identical with our own. Many will say that this will bring in a class of undesirables and that while our Association might grow in numbers, it would not grow in strength as we would have too many weak links in the chain.

This Association is built along broad lines with members only who are nurserymen, live, up-to-date fellows, everyone of them making a success of his business, and this Association has now reached the stage when it is a power in itself and its value is recognized among the nurserymen generally.

Under our constitution and by-laws where every applicant must be passed upon by a committee and then elected to membership by the Association, it is a very easy matter to eliminate all undesirables now as it has been in the past.

At this time, with so much adverse legislation against the nurserymen, and looking forward to uniform legislation in all the states, it seems to be a very opportune time to add to our membership the cream of the nurserymen around us.

Our meetings, being held behind closed doors and the discussion of all questions being participated in only by those actually and actively in the business, except such as we invite in to help us untangle any snarls we may have, where they are interested, we are able to accomplish so much more than if we had an Association where it was simply a matter of paying the fee to be a member and taking in everything from the shyster tree dealer to the advertising agencies, whose whole ambition on becoming members is to work the nurserymen for what they can get out of them and who would also try to tell us how to run our business and what we should and should not do.

Our membership at this time consists of the cream, the brains, bone, and sinew of the nurserymen of the states of Texas, Missouri, Oklahoma, Iowa, Nebraska, Kansas and Alabama. All are active, up-to-date men who work and take an active part in all things pertaining to the nurserymen's welfare, as well as put up their money when occasions require it, of which we have abundant proof in the entertainment of the American Association at Denver and in the Reed case in Colorado, and in each and every instance when occasion demanded, and a larger membership of the same sterling qualities must help and benefit, not

only ourselves, but all of those who would naturally be drawn to our Association. If we would receive love, we must also reflect it and if we would benefit ourselves we must also benefit others.

We have eliminated all those who are back numbers, dead beats, etc., and all those who would live by preying upon the nurserymen. Indiana, Illinois, Ohio and other states have lots of just such nurserymen as constitute this association at the present time, whose interests and aims are identical with ours and would be glad of the opportunity to join and meet with us. Our time of meeting comes when the nurserymen can get away from home and after their stock for the year is grown. When they know what they have and about what they want and need and is therefore of much greater value to the trade than a meeting at any other time of the year. This Association has proven this to its full satisfaction by discontinuing its June meetings. Would it not be wise upon our part to strengthen our forces and to grow, to be progressive and not be satisfied at standing where we are.

"Progress is born of experience and is the law of God." Therefore let us manifest the divine principle that is ours and be progressive, just and pure.



E. P. BERNARDIN, Parsons, Kan.

The avocado tree on the ranch of H. A. Woodworth, Whittier, Cal., the most valuable tree in the world, having netted its owner \$3,206 last season, has just been insured by Lloyds of England, for \$30,000 against loss by fire or frost. This famous tree has been illustrated and described in *American Fruits*. See pages

Just say you saw it in *AMERICAN FRUITS*.

Missouri Horticulturists

With the election of officers and numerous interesting addresses along horticultural lines, the closing day of the state convention of the Missouri Horticultural Society, December 3, proved to be one of the most successful that has been held by the organization during the past few years.

Prominent fruit growers from every fruit center of the state were present and took part in the discussions.

The election of officers resulted in the re-election of T. C. Wilson of Columbia, president; H. S. Wayman, of Princeton, vice-president, and W. T. Flournoy, of Marionville, treasurer. Dr. Paul Evans, director of the state Fruit Experiment Station of Mountain Grove, was elected to succeed Ashleigh P. Boles of Springfield, as secretary of the society.

One of the finest displays of apples which has been seen at any gathering of the state organization was shown by Stark Brothers of Louisiana, Mo., who are featuring an apple which is known as the "Stark Delicious." The apple is regarded as one of the finest varieties known to Missouri orchardists. The local display was in charge of L. C. Stark.

The original tree of "Delicious" apples was planted forty years ago, Mr. Stark said, by Jesse Hiatt of Peru, Ind. The tree is still in existence and has missed but one crop of apples.

The fruit distributed from the Missouri orchards is selling at 20 cents each, according to dispatches received by the growers from Chicago firms.

Florida Citrus Seminar

More than one hundred visitors from the citrus-growing counties of Florida attended the fourth annual citrus seminar at the University of Florida in Gainesville, October 17-20. Lectures were conducted largely by officers of the experiment station, assisted by the college of agriculture faculty, and lectures from the United States Bureau of Plant Industry and the Florida State Horticultural Society.

Prof. H. H. Hume, of the Glen St. Mary Nurseries, president of the State Horticultural Society, spoke on "Methods of Cultivating Groves." At night, Professor Hume lectured on "Citrus Culture in Spain," illustrating his talk with lantern slides showing many views. He reported a lack of modern tools in Spain, and high cost of labor, as compared with American methods.

Nursery inspection was discussed by State Inspector E. W. Berger.

One hundred dollars an acre clear is the average annual profit of the expert apple grower in Iowa, according to C. E. Mincer of Hamburg. Half the value of the land returned every year.

Wick Hathaway's Berry Plant Nursery, Dept. 5, Madison, O. "THE MOST EXTENSIVE EXCLUSIVE BERRY PLANT NURSERY IN OHIO"

Has in stock for spring delivery about 300,000 Black Raspberry tip plants. No finer in America. 15,000 Blower B'y Sucker Plants, and a limited number of R. C. No. 1 left, also Mercereau R. C. No. 1, a fine lot of Golden Queen Raspberry, yet but less than 15,000 St. Regis No. 1 grade, 5,000 Haymaker, 2,000 Herbert and about 200,000 Red Raspberry in Cuthbert Ea. King, Miller, etc. 200,000 Heavy Cuthbert suitable for transplants. Strawberry plants in leading variety. Finer plants were never grown. You certainly will want some of these. All plants put up in attractive bundles. Purity absolutely guaranteed. This and the fact that my prices are low for Bang up No. 1 grade 1 stock, with prompt service should appeal to the trade every where. I want your order. So just

TRY HATHAWAY FIRST

Northern Nut Possibilities Outlined

There is little reason to doubt, says J. Russell Smith of the University of Pennsylvania, in Rural New Yorker, that we have large numbers of very valuable, but practically unknown, nut trees of the English walnut, the pecan, the Shagbark hickories, and others, scattered over the northern, eastern, and southern parts of the United States, and all persons being aware of them should report them to Dr. William C. Deming, Secretary of the Northern Nut Growers' Association, Georgetown, Conn. Dr. Deming is giving much of his valuable time to the promotion of this very promising branch of horticulture. He and his association serve as a kind of clearing house for nut knowledge. The great need at the present time is the search for and study of parent trees and experimenting with the known northern varieties of pecans which have done good fruiting in latitude 39 deg. and are now being propagated by a few pioneer nurserymen. They are very probably capable of growing much farther north than the places where they were native. Just how far north they will fruit remains to be seen. In the meantime you cannot have a better shade tree about your place than one of these trees, and the possibilities of their fruiting north of their original home is enticing. For example, I knew of trees in zero climates in North Carolina and Northern Virginia that are fruiting from well to fairly well, and the trees are seedlings from Texas nuts. There is some reason to believe that some of the earliest of the Indiana nuts, which unfortunately are

not yet propagated, will ripen their fruit in Ontario.

Literature

A Naturalist in Western China, by Ernest Henry Wilson, V. M. H. London: Methuen and Co., Ltd., 26 Essex Street, W. C. \$7.50.

For eleven years Mr. E. H. Wilson traveled on behalf of various horticultural institutions and private gentlemen, collecting and sending home the treasures of flora of Western China. One of Kew's most illustrious sons, the training he received at that Mecca of gardeners equipped him for the arduous and difficult task of collecting plants in little-known parts of China. By the aid of vasculum, camera, and gun a wonderful store of the fruits of eleven years' travel, exploration, and observation in the more remote parts of the "Flowery Kingdom" has been amassed. Mr. Wilson's first and second expeditions were in the interest of Messrs. Veitch and Sons, Chelsea, and the third and fourth in that of the Arnold Arboretum of Harvard University. His travels in Western China began early in 1899, and had for their primary object the collecting of botanical specimens and the introducing of new plants into the gardens of Europe and North America.

Professor Charles S. Sargent, LL.D., contributes a highly valuable introduction, in which comparisons are made of the flora of eastern continental Asia with that of eastern North America. It is pointed out, however, that the comparisons cannot be regarded as entirely conclusive, for although so much has been done to make known the flora of China, much is still left undone. There are still vast regions of the Celestial Empire into which no botanist has as yet penetrated, and from these Professor Sargent believes new harvests of unknown plants may yet be collected. Of all the explorations which have made these comparisons possible "Mr. Wilson has played an important part and, more than any other traveler, has shown us the remarkable richness of the flora of western central China, and the distribution and value of many of the most important trees."

It is difficult within the confines of a short review to do justice to such a work as this, says the Journal of Horticulture, London. Many of the "finds" made by Mr. Wilson in China have already become established in Europe and America, and are included, especially trees and shrubs, in the most famous collections of the world. The task accomplished by Mr. Wilson during his eleven years' exile from kith and kin is a monument to horticultural and botanical science, an inspiration to Kew, the Alma Mater, to whom he does not forget to express his indebtedness; an added chapter to the records of the great accomplishments of British explorers. Dedicated to his wife, this book of travel is published in two convenient-sized volumes, containing about 250 pages apiece and over a hundred full-page illustrations, including a portrait of the author and a map. Mr. Wilson's work as a collector and a naturalist will result in more beautiful gardens, a greater variety of cultivated exotic plants, and is an asset to the world of science. It affords the only means whereby we may realize the extent of the perilous undertakings necessary to accomplish those ends.

"The Suburban Garden Guild," by Parker Thayer Barnes, has just been published by Macmillan & Co., New York and London. It is a convenient hand book treating of vegetables and flowers for the home garden.

Directions for spraying are given; also for fertilizing the small garden. An appendix is of special value in that it presents a table of general rules, planting tables, a planting calendar and dates for spraying and pruning. Cloth, 50 cents.

That a good manager might reasonably expect 10 per cent. dividends in commercial orcharding in West Virginia and no more, is one of the conclusions of the U. S. Department of Agriculture after a careful investigation of conditions in a region with many favorable locations for profitable fruit raising. These investigations were made to assist the pioneers in orchard management in their further development, and to enable others to profit by the results of past experiences. The results are summarized in Bulletin 29, entitled "Crew Work, Costs, and Returns in Commercial Orchard in West Virginia," which has just been issued by the Department's Office of Farm Management.

A bulletin issued by the Idaho-Oregon Fruit Growers' Association speaks in high terms of the manner in which the Spokane office is handling the business for the association.

G. Harold Powell, general manager of the California Growers Exchange, and one time connected with the Department of Agriculture, has contributed to the Rural Science Series, edited by L. H. Bailey, a volume on "Co-operation in Agriculture," New York: The Macmillan Co.

A shipment of forty boxes of Satsuma oranges was received in Beaumont, Texas, last month from the orchards of the Brown Fig Company, near Stowell, on the Gulf & Interstate railroad. This is the first year the trees have yielded, and it is expected that each tree will yield 500 oranges. The fruit this year is of good quality.

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The kind that gives satisfaction
Can be supplied either plain or
printed, with Iron or Copper wire
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Our facilities for handling your
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Samples and prices are at the
command of a communication
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GROWER of GRAPEVINES, CURRANTS, GOOSE
BERRIES and RASPBERRIES. Just the best for
wholesale and retail trade, and grown in the very best
locality for root growing in the world.

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(Biota Aurea Nana)

Camellias, home-grown
Azalea Indica, home grown
Teas' Weeping Mulberry, extra heavy
Lilacs, best named sorts
Grafted Wistarias, 2 to 4 years old
Biota Aurea Conspicua, all sizes
Biota Japonica Filiformis, 1 to 4 ft., fine and an
Magnolia Grandiflora, Magnolia Fuscata,
Magnolia Purpurea, Exochorda Grandiflora
Deutzia, Philadelphia

We have a large stock of fruit trees, ornamental
trees and shrubs

All orders receive prompt and careful attention
P. J. BERCKMANS CO., Inc.

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STRAWBERRY PLANTS

I have a large surplus of Strawberry Plants
for 1914 delivery. Attractive prices. Will
ship your orders direct to customers, using
your tags. Get my list.

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Cherry Trees

One and two years old. The best the market affords

H. M. Simpson & Sons,

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NORWAY MAPLE

SILVER MAPLE

CAROLINA POPLAR

IN CARLOTS

ALL SIZES

GET OUR PRICES

THE GREENBRIER NURSERY CO., Inc., Greenbrier, Tenn.

What Ornamental Nursery Stock is Doing

VEITCH NURSERY COLLECTION COMING TO AMERICA

JOHAN W. M. L. Farquhar, president of the Massachusetts Horticultural Society, returned last month from London, where he secured for this country, at a price said to be about \$145,000, the Veitch collection of lilacs and other plants from the most famous nursery in the world, that of Veitch Company, of London. This event is regarded by horticulturists as of supreme importance, as it marks the passing of one of the oldest plant establishments in Great Britain. The house of Veitch & Co. was started about a century ago and has been in one family since its establishment. It was in King's road, Chelsea, and in time established branches in Chiswick, Feltham, Kingston-on-Thames and other suburbs. The present owner is Sir Harry J. Veitch, who was knighted by King George on the occasion of the International Horticultural Exhibition in London in May of last year. President Farquhar was the only person selected from the United States to serve on the international jury at that exhibition, and through his connection with the head of the great nursery had an unusual opportunity for making the present purchase.

Some fifteen or twenty years ago Harry J. Veitch surrendered the management of the firm to his nephew, whose health broke down under the strain of the great business he was carrying. At the age of nearly eighty Harry J. Veitch was compelled to resume active management, and as there was no one in his family to carry it on and he did not wish to have the name continued by a firm which would not uphold the honorable traditions of the house, he decided to close out the business. An establishment of this kind could not be sold in a day, and two years was allowed in which to wind up the business. President Farquhar went to England to see what he could bring to this country for the benefit of American horticulture. At the earnest solicitation of Professor Charles S. Sargent, director of the Arnold Arboretum, he purchased the Veitch collection of lilacs. There are between fifty and sixty varieties, including the finest hybrids of the Victor Lemoine, to which the Massachusetts Horticultural Society gave the George Robert White medal last year, and the best of the French and German hybrids. The practical value of this collection to this country lies in the fact that these plants are not grafted, but are on their own roots, insuring plants of a permanent character. Professor Sargent has for some years, for the benefit of American horticulture, sought to have lilacs of this kind disseminated over the country, and at his request Mr. Farquhar rooted 6000 plants from the arboretum collection.

President Farquhar not only secured the lilac collection, but a large number of plants collected by "Chinese" Wilson in his first expedition to Thibet, none of which is in this country, and which have never been grown commercially. He also purchased a collection of Japanese yews, which horticulturists declare the best evergreens for this climate, and of which the finest examples in this country are on the Thayer estate in Lancaster. Another purchase was of a collection of camellias, which are again becoming the fashionable flower. The plants will arrive in this country in March and

will be disseminated to parks, botanical gardens and private estates all over the country.

Says Trees Cost More

John G. Cuyler of the Tree Planting Association of New York city writes in the newspapers of that city urging property owners to enhance the value of their estates by planting trees. He says:

There is no danger of planting too many trees; the more the better, but it is worth noting that nurserymen about the country engage profitably in raising and selling trees and shrubs in greater variety and numbers than ever before, and this demand has raised the prices of all choice stock.

Planting a tree on the sidewalk involves the expense of cutting an opening in the pavement, the excavation of a pit equal in contents to at least two cubic yards of soil. Then the soil must be supplied, and this is no longer to be had from some nearby excavations, but must be brought from a distance.

A good tree, which must be at least two and a half inches in diameter, a nursery raised tree, with straight, sound stem and full naturally grown head, with full fibrous roots, costs at the nursery from \$3 to \$5, so that with the planting, the removal of debris and the placing of the guard the undertaking seems formidable. But after all, when done under a proper agreement with a reputable nurseryman or florist, it will be worth while, for "he who plants a tree" will do well for himself and his neighbors.

Frisco Exposition Plan

Hundreds of thousands of rare plants, trees and shrubs are being imported from many parts of the world to adorn the grounds of the Panama-Pacific International Exposition in San Francisco in 1915. In the huge courts and gardens will be set 800 tree ferns, from 20 to 40 feet high and brought from New Zealand, banana plants from Central America, rhododendrons from West Virginia and England, cypress, orange and lemon trees will be among other decorative plants. Eight hundred thousand bulbs have been imported from Holland. Fields of flowers in bloom will be set in the exposition south garden. Flowers whose blossoming season is past will be replaced by others. In the spring the predominating flower will be the violet, the tulip, the pansy and the columbine; in summer, in harmony with the stronger sunlight, the scheme will include the bolder colors, such as those offered by the geranium, the red rose and the morning glory. In the autumn the carnation will be the prevailing blossom. Many thousands of cuttings are now being raised in the exposition greenhouses.

Catalpa Tree Case In Court

Bert Walton, of Indianapolis, Ind., has commenced suits against four Alexander farmers in Justice Kelly's court in Batavia, N. Y. The cases will be test cases, and are brought to recover the money which he claims is due him for catalpa trees. The men who are sued are James A. Pettibone, Charles R. Newton, William C. Rabb and Elva H. Waite, who will be represented by Charles B. Prescott, of Attica, and B. J. Stedman, of Batavia, as joint counsel. The plaintiff will be represented by William E. Webster, of Batavia.

The defendants claim that their contracts were void on the ground that the trees were not what they were claimed to be by the salesman. In the complaint it was stated that Mr. Walton, who represented the Miami Valley Nurseries Company, of Tippicanoe City, Ohio, when the sale was made, stands alone as the plaintiff, and the nursery company has no interest in the suits.

The answer states that over 100,000 catalpa trees were sold in Genesee and Wyoming counties, and that the sale of them was a conspiracy to defraud, and that later the defendants canceled the orders before the trees were shipped to them.

Good Landscape Design

H. A. CAPERN, New York.

The landscape architect looks first of all at a tree or bush as a part of the composition; this, of course, does not interfere with a lively interest in the plant itself. It means that he is trying to create individuality for the designer should, and as a rule does, try to express the individuality of his client in the garden as the architect does (when he can) in the house. It is quite true that trees and shrubs are used at times by the yard like wood or stone; but this is not done by the landscape architect.

At times gardeners actually seem to think that a good layout is detrimental to good gardening and a successful place, instead of being necessary to them. When the gardener questions the designer's knowledge of planting, he should remember that no one knows what a plant is going to do until he has tried, and that the landscape architect, continually working in new localities and conditions, is fairly sure to make mistakes that no one could have foreseen. The gardener, on the other hand, works in one place, studies its possibilities and its limitations, and is able to cover up and replace his own mistakes, and, at times, to make the most of those of the designer, who has gone, and cannot amend his errors or defend himself.

If the gardeners would study design more and learn to appreciate it better, they would be more efficient and valuable in their calling and would learn how mutually helpful the gardener and the designer can be. I believe that there is perhaps no single cause of the deficiencies of American gardeners greater than this lack of sympathy between the designer of the work and the man who must maintain and develop it. The gardener who criticises the landscape architect hastily and inclusively should remember that since Central Park the landscape architect has created all the great park systems and most of the private places of importance, and thereby provided a livelihood for large numbers of gardeners who otherwise might never have existed.

Over 600,000 bushels of peaches were shipped from the orchards of Ottawa county, Ohio, last season. They brought an average of nearly \$1.50 a bushel to the grower. Ottawa county also raised over 40,000 bushels of apples, making the income to fruit growers and farmers over \$1,000,000.

Just say you saw it in AMERICAN FRUITS.

Blights of Coniferous Nursery Stock

A number of different blights, concerning which little has been known, do considerable damage to conifers in nurseries in the United States, according to Bulletin No. 44, Bureau of Plant Industry, U. S. Department of Agriculture. The increasing amount of forest planting and the danger that imported stock will bring in serious tree diseases make it especially important that methods of controlling these blights be found in order to encourage the growing or planting stock in this country.

Sun scorch is the commonest summer trouble among nursery stock. The roots of the plants affected die before or at the same time as the tops. Death is caused by excessive water loss. It usually occurs when the air is hot and dry and the soil around the roots is dry. The disease is worse on sandy soils in crowded beds and on raised parts of beds. On sandy soils it may kill suddenly and in definite patches. Successful preventive measures that have been tested by the department are watering, shading and avoidance of crowding. In nurseries located on mineral soils the humus content should be increased.

Winterkilling, another disease, causes the tops of the plants to dry when the soil is frozen so that the plants cannot take up water. The preventive measures most used consist of a light straw mulch on the beds and windbreaks.

The tops of plants affected by the mulch-blight die in winter. This happens while the mulch is still on or occasionally just after it is removed. The roots do not die till sometime after the tops. The immedi-

ately, because the catalogue houses are not grafters) that you use cottonwood roots for your apple grafts; cabbage roots for your cherry, and that these combinations produce trees with such fearful root-suckering habits, that they will promptly take the man's whole farm.

There are a number of needle-destroying fungi, some of which are certain sooner or later to cause damage in the nurseries in the more moist parts of the United States. They have so far done little damage in our nurseries, and have been little studied. Spraying with Bordeaux mixture at the proper time will presumably prevent damage from any of them. The proper times for spraying have not yet been determined. The importation of European stock should be discouraged in order to avoid bringing parasites which have not yet reached this country.

A great deal of blight occurs in red cedar seedlings and transplants. The cause and methods of prevention are unknown. Shading, watering and frequent spraying should be tested.

The Tree Catalogue

Continued from Page 10

ably, because the catalogue houses are not grafters) that you use cottonwood roots for your apple grafts; cabbage roots for your cherry, and that these combinations produce trees with such fearful root-suckering habits, that they will promptly take the man's whole farm.

These are some of the disadvantages of the catalogue nurseries. On the other hand you have an almost unlimited territory for your sales, so your business is not affected so much by poor crops in one or another locality. You can do a clean business as you absolutely know what you have promised to your customers; you get most of your money in advance and can avoid losses. You do not have the large expense and especially the almost impossible task of procuring tree agents as you would like to send out. As you will be shipping to all the different climates of this great country, it makes the time of your delivery longer, and you can avoid to some extent the spring's rush. You take in money earlier, so do not have to borrow so long.

Good and Bad Points.

We hope these suggestions will not be taken too seriously, but good naturedly, as they have been given. All business propositions have their good and agreeable, and also bad and disagreeable points, and the nursery business is no exception. As a whole, it is getting cleaner and better every year. We all realize what a great work the nurserymen have to accomplish, and how much the good of our country depends on us, there are few callings of more importance and more conducive to the health of the people of our great nation.

YOUNG PLANTS

FOR LINING OUT

SHRUB SEEDS

Send for my lists

DANIEL A. CLARKE

Red Oak Nurseries

FISKEVILLE, R.I.

New Strawberries

Our annual plant catalog free to all. Reliable, interesting and instructive. All about the New Everbearing and other important varieties. The New Progressive Everbearing Strawberry. Rockhill's best of all, now offered for the first. Plants set last spring and fruiting until the ground froze produced for us at the rate of \$1,000 per acre for the fruit alone. A Great Sensation.

Address C. N. FLANSBURGH & SON, Jackson, Mich.

FOR THE TRADE

FOREST TREE SEEDLINGS—Nursery Grown

8,000,000 Ash Seedling—one, two and three years old, also
Box Elder Wild Black Cherry Russian Olive Poplars Willows Catalpa

1,000,000 PLUM SEEDLINGS

Collected Stock—Cottonwood, Buffalo Berry, Juneberry, and American Wahoo
Shade Trees in Carload Lots

WRITE FOR PRICES

THE WHITING NURSERY CO.

Box 11

YANKTON, S. DAK.

IT IS UP TO THE NURSERYMAN.

The fig leaf, in its two-fold aspect as plant and article of feminine attire, was discussed at a meeting of the House of Representatives Committee on Agriculture.

After considerable misgiving as to the diaphanous and delirious directions in which fashion is now urging the apparel of women, science, speaking through Dr. Taylor, Chief of the Bureau of Plant Industry, solemnly assured the committee that the leaf will never displace the skirt.

Is he sure? asks the New York Evening World. Science is now and then the worst kind of old fogey when it comes to foreseeing future developments even in its own field. And pray, what influence has science with fashion?

Why lull the government to inaction with soothing but fallacious assurances? On the highest ethical grounds we advise taking no chances. Let the Department of Agriculture act in time and go thoroughly into the question of fig culture with a special view to increasing the size and serviceability of the leaf.

Proceedings of the eleventh annual meeting of the Pacific Coast Association of Nurserymen, in joint session with the American Association, in Portland, Ore., June 17-20, 1913, have been issued under the direction of the Secretary C. A. Tonneson, Tacoma, Wash. The discussions and addresses outlined and reviewed in *American Fruits* last summer are here presented in full and they form a valuable addition to the working library of any nurseryman. Richard Layritz, Victoria, B. C., is the president of the Association and the next annual meeting will be held in Vancouver, B. C. The proceedings contain a half-tone engraving of the joint association gathering at the office grounds of the Oregon Nursery Co., Orenco, Ore.

Just say you saw it in AMERICAN FRUITS.

CHAS. DETRICHE, SR.

ANGERS, - FRANCE,

Grower and Exporter of

Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs, Vines and Conifers for Nursery Planting

Information regarding stock, terms, prices, etc. may be had on application to Mr. Detriche's sole representative for the United States and Canada:

JACKSON & PERKINS CO.

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FOR SPRING OF 1914

We offer more than our usual supply of One and Two Year Apple Trees. We still have a large lot of Scions to offer. Write for prices.

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CARROLLTON, ILL.

RHODES DOUBLE OUT PRUNING SHEAR



RHODES MFG. CO.

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Cuts from both sides of limb and does not bruise the bark. We pay Express charges on all orders. Write for circular and prices.

Nursery Conditions In the Northwest

Manager F. A. Wiggins, of the Washington Nursery Company, Toppenish, Wash., returning from the National Apple Show at Spokane, said in the Northwest Horticulturist:

"There was a marked contrast between the feeling of the growers last year and this. A year ago a nurseryman could not get a 'rise' out of a prospective planter. They were discouraged and disheartened. This year the condition has entirely changed. They were optimistic, were well pleased with the prices they had received; all felt that the marketing end of the business was on a much more stable basis and that the apple industry had proven itself a safe investment for any man who would give it the same thought and attention he would any other line of agricultural activity.

"There will be quite a little planting the coming spring. Many have been holding off for the returns from this year's crops to liquidate old obligation and to furnish some capital for new season's operations. There is less tendency to speculate

on futures. They are more inclined to pay as they go, all of which you will agree was a much needed reaction. Land values have reached a normal plane. In fact there has been a readjustment all along the line from the raw land to the finished orchard. The fabulous prices quoted a year or two since, while still capable of proof by figures, must be liberally discounted to allow for the lean years which come in every business.

"So far as the nursery industry is concerned, there has been a tremendous cleaning out of the smaller planters, what we term the 'fence corner nurserymen' and the orchard nurserymen. In a few places there is some of the stock still on hand which is being thrown on the market at a ridiculous figure, but the wise buyer is realizing that in many cases this stock has not had proper care and is very apt to be infested with insects or disease, so is not any too keen to buy."

Personal

A nurseryman, Thomas Cashman, of the Clinton Falls Nursery Co., Owatonna, presided as president of the Minnesota Horticultural Society at its annual meeting in Minneapolis last month, and twelve nurserymen took prominent part in the proceedings: C. S. Harrison, York, Neb.; Clarence Wedge, Albert Lea; E. A. Smith, vice-president of the Jewell Nursery Co., Lake City; C. F. Gardner, Osage, Ia.; George J. Kellogg, Lake Mills, Wis.; William Pfander, Jr., New Ulm; J. M. Underwood, president Jewell Nursery Co., Lake City; H. U. Beebe, Jewell Nursery Co., Lake City; S. D. Richardson, George W. Strand, Taylor's Falls; Charles G. Patten, Charles City, Ia.; E. M. Sherman, Charles City, Ia.

Thomas E. Cashman, President of the Clinton Falls Nursery Co., Owatonna, Minn., was re-elected president of the Minnesota Horticultural Society last month.

Frank W. Power, secretary of the Oregon Nursery Co., Orenco, Ore., is secretary of the Oregon Horticultural Society whose annual meeting was held last month in Portland.

M. F. Foey, president of the Great Northern Nursery Co., Baraboo, Wis., has purchased another tract of land adjoining his concern's property. The entire tract will be set out.

R. M. C. Rohlf of the Alta Vista Nursery, Davenport, Ia., has purchased 40 acres adjoining his property, paying \$386 an acre. The new tract will also be used for nursery purposes.

L. R. Bryant, Princeton, Ill., was last month elected first vice-president of the Northern Illinois Horticultural Society.

Orlando Harrison, Berlin, Md., and C. R. and W. R. Disharoon, Salisbury, Md., have formed the Ray Fruit company capitalized at \$25,000, to cultivate fruits of various kinds.

John H. Barclay and Lemuel Black won most of the prizes for fine fruit at last month's annual meeting of the New Jersey Horticultural Society.

"Kansas and Missouri need a great awakening to the need of improving and caring for their orchards," said George A. Marshall, of Arlington, Neb., one of the first nurserymen to reach Kansas City for the meeting of the Western Association of Nurserymen held in that city last month. "Right now the apple men of this district of the Missouri valley have the growers of the northwest scared and the value of the orchards of Iowa and Nebraska have more than doubled in three years."

Fred D. Green, of the firm of L. Green & Sons, formerly at Perry, Ohio, who started

a nursery at Farmville, Va., a few years ago, has been declared bankrupt. His assets were stated as \$4,000; liabilities not named. He has removed to Norfolk, Va., where he is engaged in handling barbers' supplies. Mr. Green attended the Boston convention of the American Association of Nurserymen in 1912 and since then has been listed as the state vice-president from Virginia.

Big Wells, Texas, Farm and Nursery Co. has elected A. A. Luther, president; M. E. Lemming, vice-president; William McMurray, secretary and treasurer. The directors are William McMurray, A. R. Ponder and M. E. Lemming.

Samples of the Delicious apples, such as repeatedly have caused grateful remembrances of Stark Brothers Nurseries and Orchards Company, Louisiana, Mo., the introducers and propagators, reached the editorial rooms of *American Fruits* in time for Christmas. The Delicious is certainly well named. Hope the efforts now making to grow it in New York state with all the flavor and appearance of these samples from Missouri, will soon prove successful.

Lively Trade at Bostic

Editor *American Fruits*:

Had a big fall trade with the wholesale people, and the way orders and inquiries are coming in for ornamentals, etc., for winter and spring shipments, the indications are the demand will be greater than ever before during the history of our business, which was established in 1903.

We have all material on the ground for erecting a greenhouse to be run in connection with our nursery establishment in rooting and starting plants for nursery as well as growing a line of flowers, etc., for local trade.

GEORGE W. JONES, Mgr.

Bostic, N. C. Valdesian Nurseries.

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**Grapevines Currants
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Leading varieties well rooted. Write for prices naming kinds and quantity wanted.

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APPLE SEEDLINGS
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Protect Your Trees

DON'T take chances with your young trees. One rabbit will kill many in a single night. Mice and cut worms will damage and destroy them if you don't protect them. Get dollars' worth of protection at a fraction of a cent cost by using

Hawkeye Tree Protectors

Absolute protection against gnawers and borers. Prevent trees from becoming skinned and bruised by cultivator or lawn mower. Made of cinch veneer, chemically treated. Easily put on and will last until tree is beyond needing protection. Don't wait until some of your trees are killed—order Hawkeye Protectors now. Regular size 10 inches wide, 20 inches high. Price in lots of 100—1 cent apiece, in lots of 1000—1/2 cent apiece. Special sizes made to order. Write for circular and samples.

We make Fruit Baskets—get our prices.

Rurlington Basket Company
123 Main St., Burlington, Iowa



The Round Table—In Common Council

Now Open To Import Stock

Editor American Fruits:

For plant exportation to the United States, the regulations under the Plant Quarantine Act (Circular No. 44, Office of the Secretary) establishes the following classification:

1. Countries which maintain nursery stock inspection and certification, in accordance with the regulations drawn under the Plant Quarantine Act.

2. Countries which do not maintain nursery stock inspection and certification.

Countries of the first class only are open to commercial importation of nursery stock, and no restriction is placed on the amount or character of nursery stock which may be imported from such countries, except as to such nursery stock as may be excluded under specific quarantine.

Nursery stock from countries which do not maintain nursery stock inspection will be admitted into the United States only for experimental purposes and in limited quantities, under special permit, through the particular port designated in such permit. (See regulation 5). Such nursery stock must also, before delivery, be opened and examined at port of entry by an inspector of this Department, and cannot be entered unless it is found to be free from plant diseases and insect pests.

Importers are therefore urgently advised to limit their application for strictly commercial imports to the countries listed below. Any country not now on this list will

be placed there as soon as this department has been officially notified of the compliance of such country with the regulations governing inspection and certification:

Barbados, Belgium, Bermuda, Canada, Cuba, Denmark, England, France, Germany, Guatemala, Holland, Ireland, Japan, Luxembourg, Scotland, Switzerland, Trinidad.

C. L. MARLATT, Chairman
Federal Horticultural Board.
Washington, D. C.

A Misdemeanor

Editor American Fruits:

"Any person handling, shipping or selling farm produce * * * packed in any manner with intent to deceive shall be guilty of a misdemeanor." Such is the present law, approved May 13, 1913, and it covers every kind of farm produce sold within the State of New York, excepting only timber products, floricultural products, tea and coffee.

I desire to call attention to this law and urge that all assist in giving it support and effect. The enforcement of this law rests primarily with the Secretary of Agriculture at Albany, and every clear violation should be reported to him, giving briefly the names and addresses of the grower or the packer and the dealer and the data of purchase.

It is worth noting that this provision of the law originated with the farmers, it having been incorporated in the commission house law at the instance of the New York State Fruit Growers' Association, a state-wide organization with fourteen hundred members. This association, while it has been fighting for years to get a law to compel honest dealing on the part of commission men, who are between producer and consumer, has resolutely stood for an "honest pack" and it asks the public to support such efforts actively.

DATUS C. SMITH,
Of Legislative Committee, N. Y. S. F. A.
Kinderhook, N. Y., Dec. 11, 1913.

Prohibition of Importation

Nursery Stock May Not Be Sent By Mail Into Canada

Editor American Fruits:

For the information of those of your readers who are accustomed to forward or may contemplate forwarding to Canada shipments of plants by mail, I should be pleased if you would publish in your paper the following amendments to the Regulations under "The Destructive Insect & Pest Act" governing the importation of plants and vegetation into Canada:

In Regulation 3, line 14, the words "Importations by mail shall be subject to the same Regulations" have been struck out and the following new Regulation (No. 18) has been passed by Order-in-Council of December 4, 1913:

"18. The importation of all nursery stock, including trees, shrubs, plants, vines, grafts, scions, cuttings or buds, through the mails is prohibited, excepting greenhouse-grown florists' stock, cut flowers, herbaceous perennials, and bedding plants, which will be admitted, provided that a detailed statement is attached to such parcels."

In order that sufficient notice may be given of this prohibition of the importation of nursery stock, etc., into Canada through the mails, this Regulation will take effect on and after March 1, 1914.

Information relative to the importation of trees, plants, etc., into Canada and copies of the Regulations governing the same will be gladly furnished by the undersigned to whom communications on the subject should be addressed.

C. GORDON HEWITT,
Dominion Entomologist.

Dept. Agriculture,
Ottawa, Ont., Dec. 9, 1913.

A handsome art calendar was the customary remembrance at the holiday time by George E. Dickinson, 1 Broadway, brother of E. T. Dickinson, Chatenay, France, for friends.

Cherry Seedlings

We have made a specialty of growing Cherry Seedlings for several years and we have this season the finest and largest stock we have ever grown. To those who are in the market for cherry stock we would be pleased to send samples and quote prices. Special low prices for spring delivery.

Address

H. B. Elliott & Sons

Harbor Springs,

Mich.

IF YOUR COMPETITOR OUTDOES YOU

Either in QUALITY or PRICE, ten to one HE IS DEALING WITH US. Get in on the same floor IF YOU EXPECT TO IMPORT FOR CONING SPRING: Maples, Conifers, Boxwood, Roses, Rhododendrons, Azaleas, or any other articles in Nursery line, you will need us. Change your troubles to profitable dealings. Write us or let us call in the spring. Prices cheerfully given.

KALLEN & LUNNEMANN, Boskoop, Holland

Headquarters for Amoor River Privet; Amoor River North and California. Reasonable prices and prompt shipment. Also shade trees, evergreens, grapevines and Thunberg's Barberry in quantity. Let us quote you before buying. PEACH PITS, CROP of 1912. VALDESIAN NURSERIES, Bostic, N. C.

Write for Prices on

FINE TENNESSEE NATURAL PEACH PITS

J. B. MILLER,

Winchester, Tenn.

PECAN GRAFT WOOD

All well-known varieties
GAINESVILLE PECAN COMPANY
Gainesville, Fla.

ROOT CUTTING BLACKBERRIES

Large stock of Erie and Mersereau as well as other leading sorts.

W. B. COLE,
Painesville, O.

Some Nurseryman Needs Me to Look After His Advertising and Sales Department

I have sold nursery stock over the counter and by mail. I have written advertising copy that brought orders, and know how to make a catalogue that looks right and IS RIGHT. I have studied the marketing of trees and plants from different points, and now I want to connect with a firm where I can be "happy on the job" and get closer to the things that grow. Send your letter to Box 2042, care Ames.



PLANTING STOCK OF Forest Trees and Evergreens Roses on Canina, etc., etc.

FROM
FOCKO BOHLEN, HALSTENBEK, GERMANY

Are Second to None
THE HORTICULTURAL COMPANY,

WORCESTER, MASS, Sole Agents

To whom all correspondence should be addressed

Important Proceedings of Horticultural Societies

To Boom Ohio Orchards

Something far more pretentious than most people imagine is the apple industry in Ohio. It's worth somewhere between \$30,000,000 and \$40,000,000 in revenue every year. That's a shade better than the wheat crop can boast of any nearly twice as much as can be claimed for the hog industry. And yet the modest apple never pretends to demand a third of the attention that usually is lavished upon other industries.

It is proposed that the state establish a bureau of horticulture for the promotion of fruit in general and of the apple in particular. The Ohio Horticultural Society is one of the agencies back of the new idea. This society is private in its aim and purposes, and it believes that to have the state establish a public bureau would be in line with the major importance of the fruit industry of the state. But it develops that the state agricultural commission has had the same idea in mind for some time. There exists now a state nursery and orchard inspection department, but its scope is not considered to be broad enough to accomplish the constructive purposes sought to be accomplished. Wherefore it is now proposed to change the nursery department into a horticulture bureau and make the raising and care of fruit an interest of state-wide import.

Bud Wood Criticized

The twenty-ninth annual convention of the New Jersey Horticultural Society was held last month in Trenton, Joseph Barton of Marlton, presiding. The society is now in the best financial condition it has experienced since its organization, according to the report of the treasurer, George E. DeCamp, of Roseland, Essex county. The balance on hand at the beginning of the year was \$1,476.22. The receipts have amounted to \$3,447.16 and the expenditures were \$1,659.61, leaving a balance of \$1,787.55.

Lemuel Black, who submitted the general report on fruit, said that both favorable and unfavorable conditions had existed, but that notwithstanding this fact many good crops of fruit were harvested. Mr. Black said that he could not recall a previous season when strawberries bloomed from the first to the fifteenth of April, peaches from the fifth to the middle of March, pears from the middle of March to the first of April, apples from the fifth to the fifteenth of April. This was the case, however, during the past season, varying a little in various parts of the state.

Dr. Melville T. Cook, state plant pathologist, talked on recent experiments for the control of scab and other orchard diseases, and Dr. Thomas J. Headlee, state entomologist, spoke on experiments for the control of peach tree borer and other important insect enemies of orchard crops.

It has been found from investigation, Dr. Cook said, that considerable of the disease in orchards has been due to the use of affected budwood. The State Experiment station has relieved this condition to a considerable extent by providing the nurserymen throughout the state with a limited number of budwood trees from which disease has been absolutely eliminated. Dr.

Cook summarized the work done by the state department during the summer toward the improvement of orchard conditions throughout the state.

Although the insect pests affecting crops are innumerable, but comparatively few of them have effected great harm, said Dr. Headlee. He described the operations of these and the relative merits of the remedies prescribed for them. W. F. Allen, Salisbury, Md., discussed "Strawberries."

California Fruit Growers

Every fruitgrowing county of California, was represented at San Jose, Cal., December 6, at the opening of the forty-third convention of the California Fruit Growers' Association. Nearly 300 delegates and visitors were in attendance when Dr. J. A. Cook, State Commissioner of Horticulture and president of the association, called the meeting to order.

During the morning session Dr. H. J. Webber of the Citrus Experiment Station at Riverside, spoke on the subject "Should Growers Breed the Crops They Grow," and C. C. Teague of Santa Paula discussed "Firing for Frost Protection."

The principal address of the afternoon was by Commissioner Cook, on "Alfalfa." An interesting lecture on "The Notes and Records of County Horticultural Commissioners" was delivered by R. S. Vaile, horticultural commissioner of Ventura county.

At the evening session H. P. Stabler, horticultural commissioner of Sutter county, spoke on "The Importance of Red Spider Control," and George A. Dennison, chief of horticulture, Panama-Pacific Exposition delivered an address on "Horticulture and the Panama-Pacific Exposition."

Northern Nut Growers

At the Washington meeting of the Northern Nut Growers' Association, T. P. Littlepage of Washington and Indiana, was re-elected president; Dr. W. C. Deming, Georgetown, Conn., secretary. Dr. Robert T. Morris in an address on "Unusual Methods of Propagating Nut Trees" spoke of success in using for grafting wood of the hickory four, five and six years old. Dr. Morris has devised a method of inarching where he keeps the butt end of the scion immersed in water in a test tube until union is effected. Grafts in full leaf applied in this way held their leaves all summer and had apparently made good union with the stock. If this method succeeds as promised it will allow nurserymen at least two months of grafting season and they will not have to rush their work. The shagbark hickory, beech and hazel may be propagated by root cuttings kept warm and moist in sand. The hazel may be propagated by cuttings from shoots. The most striking of Dr. Morris's discoveries, and one that may be of great importance, is that several species of nut trees will develop fertile nuts when the pistillate blooms are bagged so as to prevent the possibility of fertilization by pollen. An entirely new field may thus be opened in horticulture through the growing, from unfertilized ovules, of trees which present intensification of desirable characteristics.

The Indiana pecan was discussed by W. C. Reed of Vincennes, the Persian walnut

by A. C. Pomeroy, "insects Injurious to Nuts," by A. L. Quaintance of the U. S. Department of Agriculture, "The present Status of the Chestnut Blight," by J. Franklin Collins, also of the Department of Agriculture, "The Pistache in the United States," by Walter Swingle of the Department, and Prof. J. Russell Smith spoke on "Forage Nuts and the Chestnuts and Walnuts in Europe."

Prof. W. N. Hutt, Horticulturist of North Carolina, spoke on "Top-working Seedling Jecans."

Prof. M. B. Waite, of the U. S. Department of Agriculture, talked on "Diseases of Nuts and Nut Trees." He showed that the climate of the United States west of the Rocky Mountains corresponds more to that of Europe and the European grape, the walnut, almond and hazel thrive there, while the climate of the eastern United States is more like that of China and Japan, and consequently the flora of the latter is better adapted to our eastern conditions. The peach, coming to us from the East through Europe, was never thoroughly adapted to our conditions until we got it directly from China. Many applications of these principles to nut growing can be made.

Prof. H. E. Van Deman was elected an honorary member.

Mistaken Identity

The following communication from Charles A. Chambers, secretary of the Fresno Nursery Company, Fresno, Cal., was read at the annual meeting of the Pacific Coast Association of Nurserymen and appears in the official proceedings:

Prof. E. J. Wickson, Dean of the Department of Agriculture of the University of California, makes frequent trips out into the rural regions, there to lecture the farmers on the best way to achieve results. On these trips he frequently takes with him a suit case filled with books for reference purposes. A suit case filled with books, particularly not of the light summer reading brand, is something of a load. And Prof. Wickson's never balances with the other grip containing his wearing apparel.

On his last trip to Fresno he was accompanied by H. W. Kruckeberg, a personal friend. When they arrived at Fresno a small boy solicited with eagerness the job of carrying the professor's suit case. Wickson assented, and the boy took them. As he did so, the one with the books in it all but wrenched his arm out, but he was game and made his way successfully to a nearby hotel.

After the boy had got a quarter for his labor, he said to Kruckeberg:

"I know what he is."

"What?" asked Kruckeberg, smiling.

"He's a tombstone drummer, and he's got his samples wid him."

Worth Several Times Its Cost

Editor *American Fruits*:

We enclose P. M. order for \$1.50 for which please send us your valuable paper another year. Your paper is worth several times its cost to any nurseryman.

W. T. MITCHELL & SON.

Beverly, Ohio.

The partnership of Melville & Helsley, Phoenix, Ariz., has been dissolved. Edward J. Helsley will conduct a nursery business at Chandler, Ariz.

Rapidly Increasing Interest In Pecan Culture

IT WAS stated in a recent issue of the Manufacturers Record that four years ago reports from 600 peach orchards in the South showed a total of 300,000 trees then under cultivation. Nearly seven-eighths of the number of trees reported were in ten states, as follows: Florida, 48,475; Georgia, 32,900; Louisiana, 27,507; Mississippi, 25,449; Alabama, 20,694; Texas, 12,894; South Carolina, 2,957; Virginia, 2,286; North Carolina, 966, and Oklahoma, 908; a total of 175,126.

These figures indicate the probable proportional plan of pecans in each state according to the bureau of plant industry of the national Department of Agriculture, which finds so much interest in the subject that it has recently issued a bulletin on the pecan, prepared by Special Agent C. A. Reed. The nut is found only in certain parts of the United States and Mexico, and its natural habitat in this country is an area including nearly the whole of Eastern Texas, the eastern half of Oklahoma, practically all of Mississippi and Arkansas, two-thirds of Louisiana, two-thirds of Tennessee and parts of Mississippi, Alabama, Kentucky, Indiana, Illinois, Kansas and Iowa.

But the pecan tree has in addition been

successfully planted in a stretch of country extending back from the coast of varying distances in Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana and Texas, and the area of most extensive planting is in Florida, Georgia and Alabama, and in a small portion of Mississippi and Louisiana.

Importance of Pecan

The pecan is one of the most important of the nut-bearing trees now grown in the United States, and within the area thought to be adapted to its culture no other agricultural or horticultural product which has appeared during recent years is attracting greater attention or being so widely exploited. It was not found by the early botanists nearer the Atlantic coast than Western Alabama in the South and Central Tennessee and Kentucky in the North, but with the progress of agriculture in the South the species has been carried eastward and widely distributed with apparent success over the Eastern Gulf and South Atlantic states.

It has been recently estimated that approximately 1,400,000 trees have been sold from the nurseries during the past five years, or from the season of 1906-07 up to and including that of 1910-11. These sales appear to have been distributed among the principal pecan-growing states.

The figures of pecan production of the census of 1910 have not yet been published, but from estimates made by a number of the leading wholesalers of pecans the annual crop in the state of Texas alone during the past five years has ranged from 135 to 660 carloads, or from 3,045,000 to 17,820,000 pounds. The prices to the producer have ranged from 4 to 16 cents a pound.

Obituary

Francis Goble

In 1898 the then Governor E. L. Morrill decided that Kansas should have the most extensive apple orchard in the country. He owned 880 acres of fine land near Wallula, and this he determined to transform into an orchard which would open the eyes of horticulturists throughout the country.

But to accomplish his purpose Morrill needed the co-operation of an expert horticulturist, and he straightway engaged Francis Goble, with whom he entered into a contract that Goble should lease the land, plant the trees and nurse the orchard, after which he was to receive half the profit for a period of fifteen years. In this task Mr. Goble was successful; and, although there were discouraging times, he developed the orchard beyond the expectations of Mr. Morrill and made it the most extensive and best paying in the middle west. The contract between Mr. Goble and Morrill expired last year, but during the interval Mr. Goble had accumulated a comfortable fortune. The orchard now is the exclusive property of the Morrill estate.

Mr. Goble died November 25 at Excelsior Springs, Mo., aged 61 years.

What was regarded as the largest and best display of apples ever shown in the section was exhibited last month at the opening of the annual apple carnival of the Berkeley County Horticultural Society, Martinsburg, W. Va. Almost every variety of apples grown in West Virginia and Virginia was on display, together with a large exhibit of apple products, orchard machinery, fruit and ornamental trees, spraying machinery and materials, etc. More than \$1,000 in prizes were awarded to the exhibitors, including the handsome silver challenge cup of the Martinsburg Board of Trade for the best five boxes of apples.

Dutch Bulb Culture—So satisfactory to the department of agriculture have been the results of experiments in bulb culture at government gardens at Bellingham, Wash., the bureau of plant industry predicts that within a few years the \$1,000,000 spent annually by the American people for Dutch bulbs will be spent at home. The tests of growing Dutch bulbs at Bellingham have attracted the attention of Dutch plant experts, who have visited the Bellingham gardens, and who have made inquiries of the bureau of soils for the purpose of finding other land in the Puget sound country suitable to the culture of spring flowering bulbs.

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Small Fruit Plants our specialty for 25 years

100,000 Transplanted Raspberry, Blackberry and Dewberry plants, fine for critical trade.

Currants, Gooseberries, Grapes, Horseradish Asparagus, Rhubarb, etc. Hardwood cuttings and layers in large quantities. See our wholesale list before placing your order.

W. N. SCARFF, New Carlisle, O.

W. T. HOOD & CO.

"Old Dominion Nurseries"

RICHMOND, VA.

Growers of a Complete Line of

General Nursery Stock

Write us for quotations on California Privet 1 and 2 year Extra Fine

Peach Seed-Tenn. & N. C. Naturals—We have a few hundred bushels we are offering at market prices.

NOTICE

To all American Nurserymen and Seedsmen desiring to keep in touch with commercial horticulture in England and the continent of Europe. Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of 75 cents, covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

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A. & C. PEARSON, Lowdham, Nottingham, Eng.

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PAN HANDLE NURSERIES

SPRING OF 1914

We offer a Complete Line of Nursery Stock Consisting of

Apple, Pear, Plum, Cherry, Peach,
Grape, Currant, Gooseberry,
Small Fruits, Maple Norway,
Maple Schwedlerii, Maple Silver,
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Elm American, Sycamore Oriental,
Sycamore American, Mountain Ash,
Box Alder, Althea, Hydrangea,
Barberries, Syringas, Weigelas,
Clematis, Honey Suckle, Wistaria,
Ampelopsis, Roses, Evergreens,
California Privet, Buxus, Weeping Trees,
Catalpa Speciosa Seedlings,
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Our stock is well grown and graded and prices are such that it will pay you to investigate. Come and see us or write.

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Greenfield, Ind.

FOREST TREES

Seedlings and Transplants, in largest quantities grown, for reforestation or lining out by

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Constructive Legislation Affecting the Nurseryman

In his address before the members of the Western Association of Nurserymen, in annual convention in Kansas City, last month, William H. Stark, Neosho, Mo., reviewing the work of the Portland convention of the American Association, said:

"The topic of inspection and the regulation of shipments of trees was the one dominant subject. There were some very good informal talks, not included in the report of the Association, and there were the personal talks of the different nurserymen, with the various state authorities who were present at the meetings, and it was in these that an understanding and a basis of adjustment was reached, and the point of view explained and understood by each. As an example of the result of this and the work of our own state authorities here in Missouri, Prof. Haseman, Prof. Howard and Prof. Whitten, the old obnoxious California quarantine on anything grown on peach roots, has been withdrawn. This is only an instance but it shows the possibilities of a broader American Association free from any local domination.

Our Western friends were particularly alive to this question of inspection. They, more than anyone else, have experienced the strangling effects of rigid inspection when misapplied, or handicapped by lack of funds, or controlled by local politicians. At the same time they know the value and necessity of inspection. They were unanimous on it. They seemed to apprehend some difference of opinion from the Eastern members, and the President of one of the largest companies in the Northwest was especially complimentary in speaking of William P. Stark's paper, which I had read, for he said that a paper favoring inspection from the East was necessary in order to secure unanimous action. Well, now you know how far east Missouri is!

However, their fears seemed ungrounded. At least a representative committee was appointed and a generous volunteer subscription started, to carry on the work of securing uniform reasonable inspection. The purpose and the intention of those present seemed to be to secure good laws rather than to fight all inspection laws on general principles, and if the fear of our Western neighbors had any foundation it was in the difference on this one point, for there are those who hold the latter view, and in accordance with their belief may do what they can to prevent any form of constructive legislation.

Personally it is a great pleasure and benefit to attend these meetings. Most of you old timers have had to travel over a hard road and maybe that is why you seem to be especially considerate of the youngsters

growing up in the business, and help to make these meetings an education in themselves. There seems to be a bond of sympathy between so many of you, a spirit of helpfulness that is not fully appreciated until the time comes when it is needed. Then when it is all over and success is assured the realization comes that it was all made possible by the co-operation and helpfulness of friends. It is all very encouraging to myself and the other younger men who are learning something of the troubles as well as benefits that come as we get farther along in the work.

A Trade Cyclopaedia

Advertising is the least expensive form of salesmanship. To send a man around to canvass to those who read *American Fruits* would be practically prohibitive as to cost. And the canvasser would find half his "prospects" out and would experience various difficulties in securing the attention of those who were in and busy with other matters. The trade journal is read at the leisure and convenience of the recipient, and when bristling with news items and pointers relating directly to his daily business is referred to repeatedly.

A really representative trade journal—one that covers the field thoroughly and is maintained on a high plane—is an accepted authority in the trade and a cyclopedia of its activities.

The Apples of New York—by S. A. Beach, assisted by N. O. Booth and O. M. Taylor. Two volumes, 769 pages, profusely illustrated with colored plates and photo engravings. Price per set two volumes, \$2.00 at the Department of Agriculture, Albany, N. Y., or \$2.25 delivered. Calvin J. Huson, Commissioner of Agriculture, Albany, N. Y.

The Legislature of 1913, in response to popular demand for a new edition of "The Apples of New York," authorized a reprint of this valuable work to be sold by the Commissioner of Agriculture at the actual cost of the publication. Under the act of authorization there can be no free sets of this work for distribution either to libraries, schools or individuals.

Adjustment of nursery stock railroad rates will be the subject of a hearing before the Texas Railroad Commission, January 13.

The Wagner Creek Nursery Company, Talent, Ore., has opened an office in Ashland, Ore.

First Pecan Nurserymen

F. T. RAMSEY, Austin, Tex.

E. R. Risien of San Saba county is the first man I heard of who cut the tops off of

common pecans and budded on a superior variety.

E. W. Kirkpatrick of McKinney, the late C. Falkner, of Waco, and myself joined together in offering a \$50 cash prize for the best pecan several years ago.

One of the first young bearing budded trees I ever saw was on the old home place of J. S. Kerr of Sherman.

Mr. Falkner rather led by planting a few hundred young budded trees.

A dozen or more citizens, mostly nurserymen, seeing the greatness that would come to Texas if her wild pecans were all top-worked, prompted by patriotic motives, because it was nothing in their pockets, organized the State Nut Growers' Association, that there might be unity and influence in their efforts to teach these facts to the public, and much good has been done.

Prof. Surface state geologist of Pennsylvania, does not claim to have discovered the parasite which is destroying the San Jose scale, and which was described in the last issue of *American Fruits*. He says: "The originality of our work was in the definite observation and proof that these parasites are cleaning up the San Jose scale completely, over large areas, and in the practical dissemination of the insect thus engaged in this very important and beneficial work."

A despatch from Chicago states that the apple-picking season on the 3,000-tree orchard of McClay Bros., near White Hall, Ill., has ended and the yield was 60,000 barrels. The entire crop was shipped to Chicago for storage and it required about 400 cars to move it. At the present price of \$2.50 per barrel, the crop would bring \$150,000, to which can be added the windfallen and culls used in the evaporating plant at Hillview, which would amount to about \$3,000 more.

Large Nursery Shipment—The Hereford Nursery Company of Hereford, Tex., last month finished shipping \$1,700 worth of shade and fruit trees. This is the largest shipment of trees from there in three or four years. The nursery at one time shipped a carload of trees. Last month's shipment shows that the country is more prosperous than it has been for several years. The nursery company may soon install a big irrigation plant to further development in that line.

For Winter and Early Spring Shipment

WE OFFER THE TRADE

APPLE—2 yr. buds, all grades above 11-16. Can do a few cars in extra heavy, 1 in. up. Just the stock for fancy city trade. General assortment.

APPLE—1 year buds. General assortment in all grades.

CHERRY—2 year. Largely Richmond, in 3-4 in. up.

PEACH—1 yr. General assortment. All grades.

PLUM AND APRICOT—General assortment. All grades.

PEAR—2 yr. Bartlett, Garber, Duchess. 1 yr. Pear in general assortment.

PECANS, FIGS, MULBERRY, EVERGREENS, SHADE TREES, ETC. ETC.

We are in especially good position to make attractive prices in car load shipments. Your want list will be appreciated.

WAXAHACHIE NURSERY COMPANY

J. R. MAYHEW, Pres.

WAXAHACHIE, TEXAS

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STRAW-BERRY DEW-BERRY PLANTS

Over 100 varieties of strawberries, including the best fall-bearing sorts.

Lucretia and Austin dewberry, fine tipped plants.

Furnishing nurserymen and associations my specialty for ten years.

All plants fully graded and selected.

If we are not already furnishing you, write for our list. Prices low for QUALITY plants.

E. W. TOWNSEND, The Fair Dealing Nurseryman

Berry Street,

SALISBURY, MD.

President Mayhew to Southern Association

IF OUR minds turn to the more substantial things of life and we judge our vocation counted in dollars and cents, we are giving the world wealth great beyond the dream of man. In considering the question from this point of view it is never safe to deal in generalities, for when you talk of dollars, men want to be shown. While thinking on this phase of the question, my eye caught two statements of fact, both happening to be from the good old state of Virginia. Wherever we develop the facts, however, the results are the same. "On thirty-two apple trees, which are about sixty years old and occupying just one acre, the crop of 1909 sold for an even thousand dollars. Its yield in some past years has brought a return of fifteen hundred dollars. The land in the neighborhood of this orchard is valued at from \$20 to \$40 per acre." If we figure the average for this sixty-year "young" orchard, every tree has contributed one thousand dollars to the wealth of the world. The planter who paid some of you nurserymen 25c per tree did not make a bad trade, did he?

Again, a Virginian writing on the subject says, "When I came into possession of my property it sold for \$7,500 and was not readily salable at that figure. Through planting orchards I have been able to sell off land in this tract to the amount of \$25,000 and retain a property worth two or three times its original value." You nurserymen know how small is the investment to set an acre or a hundred acres, hence I say in no other line of merchandising is the buyer getting so nearly value received, with measure heaped up, pressed down, and running over.

Today the mind of the southern nurseryman is engaged as never before in pecan propagation, both nursery grown and through the process of top budding or grafting native trees. Over the entire South there are thousands of native pecan and hickory that are practically worthless. The process of top working converts a worthless native tree into a tree the value of which coming generations will compute. I would not attempt it, giving to the world great wealth and food. How can you even approximate the worth of such service? We have a man out in my state who is giving all his splendid mind and energies to the propagation of pecans, and through love of his subject he is revolutionizing methods of pecan culture. He is called by some a pecan crank, but by those who know him best a pecan enthusiast, and he is making

good. If he lives long enough he will convert every native pecan and hickory in my state into a tree of great worth and wealth. This man will never acquire great wealth for himself because he has no secrets and he is working for the world at large, but the question I would have you consider is, what is his worth? To my mind he is worth a hundred—yes, a hundred thousand, millionaires who contribute nothing to the economy of the world's progress.

Some way, some how, some where, in that day when we come at last to give an account of our stewardship, when the records shall have been opened, I shall not be afraid to take my place along with the balance of you who have been busy making the world more beautiful. To the credit of one will be fruit trees by the million, giving out their wealth of food from generation to generation. What is the worth of such a life? To another, beautiful shade trees, ornamental trees, roses, flowering shrubs, making the world more beautiful and bringing the lives of men and women in closer touch with God, creating from generation to generation an atmosphere of good cheer, of fellowship, and of brotherly love. Again, let me ask, what is the worth of such a life? If, as I have stated, man's worth is judged according to the service he has rendered the world—yours is not a mean or despised service.

Warning Against Catalpa

During the past fall numerous inquiries have been coming to the State College of Forestry at Syracuse University regarding the value of the hardy catalpa for planting in central and northern New York. Many land owners have been induced to plant this tree because of statements regarding its growth and durability. Without doubt, says the college management, much planting has been done that will result in failure.

The State College authorities say: "The hardy catalpa is a native of river bottoms in the Middle West where under favorable conditions it makes exceedingly rapid growth. The wood after thorough seasoning is very durable when used as fence posts or wherever it comes in contact with the soil. Because of its rapid growth and durability and because of the ease with which nurseries propagate it from seed, it has been exploited very widely through the country. The College of Forestry believes that it has been too widely planted in New York state.

"The hardy catalpa is a specialized forest crop requiring good soil and more care than the ordinary farmer or land owner can usu-

ally give it. If one is willing to devote two or three acres of good agricultural soil to this catalpa and cultivate it once or twice a year for the first three or four years as well as pruning it annually so as to force the trunk to make a clean, upright growth it will probably give fence posts in as short a time as any other tree in the state. However, the college does not want to see land of any value for agriculture used for forestry purposes, and it urges farmers and land owners generally through the state to plant the catalpa in very limited quantities only, and more as an experiment or demonstration than for practical uses."

In the last issue of *American Fruits*, at page 113, is the announcement that 200 farmers of Wyoming and Genesee counties, New York, had refused catalpa trees sold by nursery agents, on the ground that the tree is not suitable to their locality.

Plain Talk On Trade Ethics

Continued from Page 5

the chief part of any tree to be successful, you cannot bring out of a tree that quality which it does not possess by inheritance, and this has been demonstrated in the work of a number of us who have paid some attention to the observation of scoring trees, and we just take time to quote one example from an article of Citrus Trees by John Y. Beatty in the last number of the *Fruit-grower and Farmer* in which he says: "In a Dixon grove of Marsh's seedless grape fruit, 123 trees out of 500 have been found to be unproductive. These 123 trees have given an average yield by actual measurement, of one picked box, but the trees were poor, mostly unsalable fruit, while the other 377 have yielded an average of 16 picked boxes per tree of the highest grade, selling at \$7.50 per box in New York. Prof. Shammel has found that the trees yielding well one year, are the ones that always bear a paying crop and those that give a poor yield are chronic shy bearers."

Should Employ a Scientist.

If we are to have better quality trees and better parentage trees, we must study these questions. We must spend our money in investigation and proof of them. We should hire the best scientific botanist that could be hired. Place him upon a demonstration farm and set him to work to investigate those unknown qualities and unknown habits of tree fruit with a view of maintaining the quality that we have of increasing the good characteristics and of giving our clients the best that can be had, and then charge them for it and they will pay the price.

We should not trust our name to a man to work for us with whom we would not trust our pocketbook, and we should eliminate the name tree dealer from the trade and discourage the man who is doing the same thing and masquerading under the name of nurseryman.

DORMANT ROSES

Field Grown—Own Roots

No. 1 HP's, 4 to 5 Canes 2 1-2 to 3 ft.
No. 1 HT's 3 to 4 Canes 1 to 1 1-2 ft.

Alfred Colcomb 200, Baby Rambler 800, Burbank 400, Caroline Testout 1,400, Clie, 200, Clothilda Supert 700, Conrad F. Meyer 700, Crimson Rambler 1,000, Dorothy Denison 1,600, Dorothy Perkins 2,400, Eugene Forst, 400, General Jacqueminet 1,200, Gruss An Tepitz 600, Helen Gould, 600, Hugh Dixon 300, Kaiserine A. V. 600, Magna Charta 600, Maman Cochet 1,000, Paul Neyron 300, Persian Yellow 100, Prince Camille de Rohan 100, Rosa Rugosa 200, Ulrich Brunner 200, Wm. R. Smith 300, White Cochet 700.

Write for prices

STARK-OZARK Mountain Grown Plants
WILLIAM P. STARK NURSERIES,

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Apple and Peach Trees Direct From Grower

1000 acres in strong, healthy trees. Guaranteed true to name. Our trees have sturdy roots—start growth quickly—bear profitable crops earlier.

We fill orders promptly and give you stock that will be sure to please. Get in touch with us before buying elsewhere.
1,000,000 one year old apple trees.

SOUTHERN NURSERY CO.,
WINCHESTER, TENN.

Progress Of Fruit Growing In America

PROF U. P. HEDRICK, Horticulturist, New York Experiment Station, Geneva, N. Y.

THE writer does not know what attitude entomologists and pathologists are taking in regard to the wormy and scabby apples of 1913. From a horticulturist's point of view there would have been much less infested and infected fruit had the work of spraying been done better and had the equipment been better. The use of poor nozzles is one of the chief causes of concern in spraying equipment.

Apples were poorly colored in Western New York last year. Unfortunately, we cannot tell fruit growers how to improve the color and not reduce the crop. Plowing orchards in the fall is more and more practiced and with orchard fruits and on clay soils may well be recommended, not only because of the greater convenience of doing the work in the fall but also because it is beneficial to the soil.

Fertilizers

A careful scrutiny of the fertilizer experiments of the country, especially of those in our own state, shows that lime is a relatively unimportant factor in the treatment of orchard soils. It becomes more and more apparent that plants differ greatly in their demands for lime. Most legumes thrive only on soil in which there is much lime. Such plants as the azalea, rhododendron, huckleberry and cranberry grow in soils in which there is but a modicum of lime. There are graduations all the way between the two extremes in the likes and dislikes of plants for lime. Our common bush, tree and vine plants seem to be among those that need but little lime. It is certain that the small fruits at least, are often injured by applications of lime. On the other hand, it may be necessary to use lime for the leguminous cover crops now grown in all well managed orchards in this state.

Tillage and Cover Crops

Last year brought forth nothing strikingly new as to fertilizers for fruits. Orchards on good farm land require comparatively little fertilizer if tillage is practiced and if cover crops are plowed under. In sodded orchards nitrate of soda is most markedly beneficial. Fruit growers may be advised to experiment and carefully for a few years before entering on regular, long continued plans of fertilizations. A hit and miss application of any fertilizer is gambling pure and simple.

A cover crop which turns back less than two or three tons of vegetable matter is hardly worth the seed planted. Cover crops to be of value must be used annually and must be so planted and cared for as to turn back a considerable amount of vegetable matter. A cover crop of a few short, sparse plants per square foot, is not worth the trouble. Twenty pounds of winter vetch and from a half bushel to a bushel of oats or barley per acre is probably the best cover crop.

Orchard Heaters

Orchard heaters have proved their value in parts of the West but first cost and cost of maintenance in our less intensive orcharding and inadequacy to protect trees in stresses of cold weather in the East will probably prevent the use of orchard heaters in New York. The attention of those who grow fruits for home use and do not take

the trouble to spray, may well be called to varieties of nearly all fruits that are measurably free from serious insect or fungus pests. Lists of fruits little or not at all attacked by specific diseases or insects, can be had from Experiment Stations.

Fruit growers everywhere are overcrowding plantations. The greater productiveness of single plants and of outside rows teach the value of planting thinly.

Several New Fruits

Several new fruits can be recommended to fruit growers. The Delicious apple in New York seems to be better as the bearing trees grow older. Opalescent deserves greater notice from fruit growers as a bountiful, well-flavored early winter apple. King David is as handsome and well flavored as Jonathan, and runs a little larger in size. It may prove very profitable in parts of New York. Arp Beauty is the earliest good yellow peach. Of the score or more peaches advertised to follow Elberta, Frances is the best on our grounds. Miss Lola fills a gap



U. P. HEDRICK, Horticulturist
New York Expt. Sta., Geneva, N. Y.

in the peach procession that makes it valuable in this state. It follows Greensboro and precedes Champion, being as good, if not a little better, than either. Middleburg can be recommended for home orchards as a very late plum of good quality, almost immune to black knot and brown rot. The French Damson is probably the best of all Damsons. Schmidt's cherry is becoming the leading black, sweet cherry for markets in many parts of the state. The Eclipse is the only new grape in a collection of over 400 that we can unqualifiedly recommend fruit growers to test. The June raspberry, a Station seedling sent out several years ago, is equal and often superior to the best of the old varieties and ripens on our Station grounds as no other raspberry does, in June. Plum Farmer makes the best showing of any black raspberry on the Station grounds. The Perfection and Diploma currants are both well worth growing in the currant growing sections of the state. The Poorman

gooseberry is a most promising new gooseberry for commercial plantations. Prolific, a Station seedling strawberry, and Chesapeake are the most promising of the new strawberries.

Cherries

All reports emphasize the superiority of the Mazzard over the Mahaleb as a stock for cherries. The latter dwarfs the tree, makes it short-lived and less productive. The tree is more easily grown on the Mahaleb and only insistent demands on the part of the fruit grower will make nurserymen grow cherries on the proper stock—the Mazzard.

For several years it has been said that sour cherries were being overplanted. The demand for uncanned sour cherries in the large markets seems to be increasing greatly and overproduction is not as imminent as we have thought.

Great progress is being made in canning and evaporating horticultural products whereby fruits so preserved are cheaper and more attractive in appearance and quality. This helps to put off the evil day of overproduction, which we all fear.

It is of interest to note that about seventy varieties of European grapes have borne good crops on the Station grounds. Three years cover the coldest winter, the hottest summer and the driest summer in a quarter century. We may yet be able to compete with California in growing Vinifera grapes.

Pedigreed Fruit Trees

Talk continues about the value of pedigreed fruit trees, but there are as yet no facts to substantiate the theories of those who advocate pedigreed trees. Nothing is more certain than that the characters of fruits are much modified by soil, climate and care, and characters so modified are not handed down unchanged through seeds, buds or clons. In particular, size of fruit, productiveness of plants, flavor and all that goes to make the fruit valuable, are chiefly modified by man-given conditions. Until a nurseryman shows that a particular character which he supposes gives extra value to his pedigreed plant passes unchanged through several tree generations, a tree adorned with a pedigree is quite as valuable as one advertised with the most illustrious descent. Much more to the point is the business pedigree of the nurseryman who advertises pedigreed stock.

Many varieties of fruits are not adapted to the wide range of conditions. For this reason new varieties should be tested in a small way in any region before they can be recommended for commercial plantings.

There is a good deal of talk about varieties of fruits wearing out or running out. Fruit growers can be reassured that varieties of fruits do not run out. Under abnormal treatment, especial neglect, they may seem to run but under good care, so far as is known, varieties have no limit of duration.

H. A. Longshore, Atlanta, Ga., proposes a company capitalized at \$100,000 to establish a spineless cactus nursery at San Antonio, Tex.

A Good Nursery Tree and Its Handling

PROF. T. B. SYMONS, College Park, Md.

USUALLY the grade of a nursery tree is determined by its height, straightness of trunk and caliper at point three inches from the ground. This rule of size, straightness and trunk caliper holds for those varieties which are good growers in the nursery, but there are others, and desirable ones too, like Rhode Island Greening, which are crooked growers and make first-class trees even though they are crooked. A first-class tree should be well grown, be healthy and vigorous, have the peculiar characters of the variety (this allows crooked trunks if they result from the natural habit of the tree), be free from insect and disease blemishes, with smooth, clean bark and stocky trunk, have the union of cion or bud with stock healed over, and be mature (this means that the green leaves should not be stripped off before they are ready to drop naturally).

Low-headed trees cannot, of course, be graded in height with high-headed ones of the same grade, nor can one-year-old ones compare in all respects with two-year-olds of the same grade. A general standard for grading is adopted by most nurserymen and this in a measure answers the purpose if the stock is about the same age and character when sold. Now that low-headed and one-year-old trees (besides the peach) are demanded, it might be a good plan to adopt certain measurements for low-headed trees and others for high-headed trees one year old, and other measurements for high-headed trees two years old, etc.

However, the main point is this—see to it that the nurserymen ship the grade they accept pay for. When writing for prices of trees of different grades, ask them to give measurements of each grade and then refuse to accept any trees not up to those measurements. In other words, let the nurseryman establish his grades and make him live up to them.

As soon as shipments arrive the boxes or bales should be opened at once and the trees be heeled in immediately unless they are considerably dried out, in which case they should be buried in damp ground for several days and then be heeled in. To heel in trees in fall for remaining over winter dig a trench 15 or 18 inches deep, running east and west, with south side sloping and place the roots in the trench with the tops slanting to the south. Dig away the north bank of the trench and throw the earth over the roots and half way up the trunks and tramp down well. Place another row of trees in the new trench and proceed as before. The roots and part of the trunks must be well covered so they cannot dry out. The object in pointing the tops to the south is to have the branches shade the trunks and thus prevent an injurious action by the winter sun on the trunks, as might occur if the tops are pointed in any other direction.

For spring heeling in it does not matter how the tops are placed so long as the roots are kept moist.

It is often the case that when the proper way of heeling in trees is not understood, the roots are only partly covered and they dry out to the extent that the trees make only a weak start, if any, and die during the first season. Naturally, the nurseryman is

blamed for sending poor trees, although they are first-class and the result lies entirely with the purchaser.

In digging nursery trees the root system is injured and about seven-eighths or more of it is left in the ground. Since the root system is reduced so much the top must be reduced proportionately to maintain a fair balance between top and root. The roots should be pruned so as to leave only three or four inches of each one. All bruised parts should be pruned off and all cuts should be clean and smooth. The tree is then in shape to be quickly and easily planted, for a slight up-and-down movement of the tree, while the earth is being thrown in, will settle the earth around the roots, where it should be firmly packed. If the ground



PROF. T. B. SYMONS, College Park, Md.

is well prepared the holes for the trees need not be very large, but if it is hard or in sod it is well to make them three or even four feet across.

The tops should be pruned, leaving spurs with two to four buds each, and the "leader" should be cut off about two and one-half feet from the ground. The more foliage the better on the little trees, because leaves increase the circulation and assimilation of the sap and shade the trunk.

American Pomological Officers

The American Pomological Society at its Washington meeting re-elected L. A. Goodman, Kansas City, president; Prof. E. R. Lake, Washington, D. C., secretary, and Prof. L. R. Taft, East Lansing, Mich., treasurer. G. L. Taber, Glen St. Mary, Fla., is vice-president. Executive committee—W. R. Lazenby, Columbus, O., chairman; W. T. Macoun, Ottawa, Canada; E. W. Kirkpatrick, McKinney, Tex.; George C. Roeding, Fresno, Cal.; F. C. Sears, Amherst, Mass.

There are now 3,644 acres of gooseberries in Kent, England, affected with American gooseberry mildew, and the county council have decided not to continue the administration of the Mildew Order, as it has been attended with so little success.

Small Fruits In Canada

L. B. HENRY, Winona, Ont.

The production of currants and gooseberries in Ontario is increasing in importance year by year, and now there is a large acreage in cultivation. It was not many years ago when growers were pulling out whole patches of red and black currants because the demand for the fruit was so poor as to cause prices to be unprofitable. Black currants sold as low as sixty cents for a twenty-pound basket, while red currants could not be sold at any price.

Conditions have changed considerably during the past thirteen years. Prices have gradually advanced until now we can obtain as high as ten and one-half cents a pound wholesale for black currants and around six and one-half cents for the red varieties.

On the other hand the price of labor has increased. Twenty cents used to be paid for picking a twenty-pound basket of black currants, while now thirty-five and forty cents is the prevailing price for an eleven-quart basket.

The increase in the prices of these fruits is due to the large number of jam factories which have been erected throughout the province.

Hurts Nursery Stock Demand

"I have seen cars opened at Montreal, sufficient taken out to allow the trucks to enter the car,—the bottom barrels then pulled out, and the handlers run for safety while four or five tiers of barrels of apples came tumbling down. It was my privilege to examine one of these barrels, belonging to a Colborne shipper, and in the middle of that barrel apples freshly burst in halves were taken out. Barrels piled two high, on their ends, are often loaded on trucks by the top barrel being allowed to drop its own height on a concrete floor. Barrels of apples are given the same shameful treatment when they reach the bottom of the ship."

With a score of such striking illustrations as the above, G. E. McIntosh presented the report of the Transportation Committee at the recent session of the Ontario Fruit Growers' Convention, in Toronto. For over a year Mr. McIntosh has been investigating the transportation problem in its relation to the fruit industry, and in his address he told again the old story of railway misuse and maltreatment of fruit in transit. In a lengthy speech, he dealt with various phases of the matter, including lack of terminal facilities, shortage of refrigerator cars, rough usage and pilfering in transit, and delay in transportation.

"Out of forty shippers using refrigerator cars, twenty-six experienced delays of from four to thirty-eight days in securing those cars," said Mr. McIntosh.

Until such conditions are remedied, demand for nursery stock for more orchards will be held in check.

According to F. M. Clement of Macdonald College, the plum industry in Ontario, Canada, is a "hit-and-miss business." Mr. Clement said that he had not found a grower in the Province who put plums on a par with other fruits, or who gave them the care he expended on apples or peaches.

Just say you saw it in AMERICAN FRUITS.

Fresno Nursery Stock Is Sent to India

Fresno is famous as a heavy producer and shipper of dried, canned and other commercial fruits, but its reputation as a nursery stock growing center seems also to be world wide, remarked Charles Chambers, of the Fresno, Cal., Nursery Co., to a Fresno Herald representative on November 24.

"I have just returned from San Francisco where I have been conferring with a Mr. L. T. Patel of Bombay, India, who has charge of the Agricultural Department for the English government and succeeded in selling Mr. Patel for export to India, 37,000 rooted grape vines of the wine and table grape varieties. Mr. Patel is leaving San Francisco on the 27th on the steamer Manchuria for home. Although it is a little early to take up grape vines and other nursery stock Mr. Patel insisted that one-half of his order accompany him on the Manchuria which sails on the 27th and the Fresno Nursery company has been busy the past few days, preparing the grape vines for shipment to India. This shipment went forward yesterday and will be loaded on board the steamer Manchuria Thursday.

"The foreign demand for nursery stock is very heavy this season and our firm and other Fresno concerns have a great many orders on file to be shipped to Australia, China, Japan and other countries. Our firm has an order for the Cecil Rhodes plantations in South Africa, calling for 11,000 assorted fruit trees, 62,000 grape vines and 7,000 Wonderful Pomegranates. This shipment will go forward in January via New York, the Mediterranean and Suez canal.

"Fresno is certainly to be looked to for supplying la large variety of commercial commodities and in addition to its wonderful agricultural products such as green, dried and canned fruits it has gained a world-wide reputation for growing the best quality of high grade nursery stock."

A recommendation has been made by the Secretary of Agriculture for the discontinuance of the present method of congressional seed distribution and the substitution of constructive work in the securing and distributing of new and valuable seeds and plants. This work can be done at a decreased cost of \$146,000. Increases in appropriations are recommended as follows: For the extension of investigations in connection with the introduction and breeding of new plants, the study and control of plant diseases, and the improvement of crop production, with particular reference to cereals, \$45,660; for extending investigations in connection with insects attacking deciduous fruits, cereals and forage crops, and forest trees, \$71,000.

In the past year the acreage of orchards in Orange county, California, has been greatly increased. There was planted in new territory about 1500 acres of citrus fruits, being equally divided between Valencia oranges and lemons. There is now very little vacant land that is suitable for orchard that is not in orchard, where there is an available water supply. Water development is advancing each year and planting of orchards advance accordingly.

Just say you saw it in AMERICAN FRUITS.



CHARLES A. CHAMBERS, Fresno, Cal.
Secretary Fresno Nursery Company

Uniform Horticultural Laws

FREDERICK MASKEW, Chief Deputy
Quarantine Officer, San Francisco

During the past month a number of earnest men have again been striving to bring about a system of uniform horticultural laws. The writer of this was not present in this instance, but it has been his fortune to have attended many such meetings during the past sixteen years, at all of which much time, thought and discussion were devoted to this same subject, yet little of a positive satisfactory nature was accomplished. During all of this same period we have been almost daily engaged in putting into execution the provisions of such horticultural laws and regulations as were in force at the time, and have of a necessity given much thought to the matter. As a result of this, it is our opinion that the principal barrier to success is the ambiguous nature of the certificates of inspection issued. When those interested in this much needed standardization of interstate horticultural regulations can bring it about that each certificate of inspection covering a consignment of horticultural material shall be virtually an affidavit of known facts and not a supposition, the foundation will have been soundly laid, and the superstructure of

design, acceptance, respect and uniformity of interstate horticultural regulations will quickly follow.

Under the conditions that prevail in many of our states at the present time, it is a physical impossibility to conduct the inspection in such a manner as to make certificates of inspection acceptable at their face value in California. To go into the details of why this is so would fill a volume; suffice it to say, the true cause at the present time is the inadequate inspection force employed. The men composing the horticultural inspection service in California are endowed with robust minds. They look at the fundamental principle underlying this inspection work in a practical utilitarian spirit and with a full realization of the equity of every phase of the situation. The numerical strength of the combined State and county inspection force in California makes possible a thoroughness not obtainable in many other localities, and as a result creates a feeling of disgust for fictitious or fallacious statements of inspection. It is our opinion that the true cause for this feeling must be permanently removed before a full measure of support and co-operation in constructive legislation upon these matters can be obtained from the rank and file of the horticultural inspection service of the state of California.

The highest price ever paid for fruit land in the Virginia valley was recorded December 6, when Edward Cather bought a large 12-year-old apple orchard, near Winchester, Va., from I. A. Cooper & Son, for \$575 an acre.

Coming Events

Peninsula Horticultural Society—Easton, Md., January 13-15.

Arkansas Horticultural Society—Fort Smith, Feb. 9-12.

Texas Horticultural Society—Fort Worth, January.

Georgia Horticultural Society—Athens, Ga., January.

New York State Fruit Growers' Association—Rochester, N. Y., January 7, 8, 9.

Western New York Horticultural Society—Rochester, N. Y., January 28-29-30.

Wisconsin Horticultural Society—Madison, January 7-8.

American Association of Nurserymen—Cleveland, O., June 24-26.

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